



Twimbit CX Banking App Benchmarks 2023 India



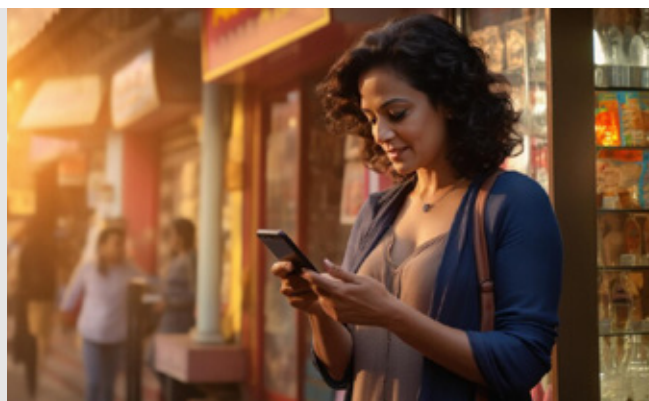
Disclaimer

The information in this report is provided on an as-is basis. This document is produced by Twimbit per date of research and writing (April-June 2023) and is subject to change. It has been prepared solely for information purposes over a limited period to provide a perspective on the market. All the data is derived and estimated by Twimbit analysts via primary interviews and publicly available information. Projected information, analyses and conclusions contained in this report should not be construed to guarantee future performance or results.

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Twimbit App CX
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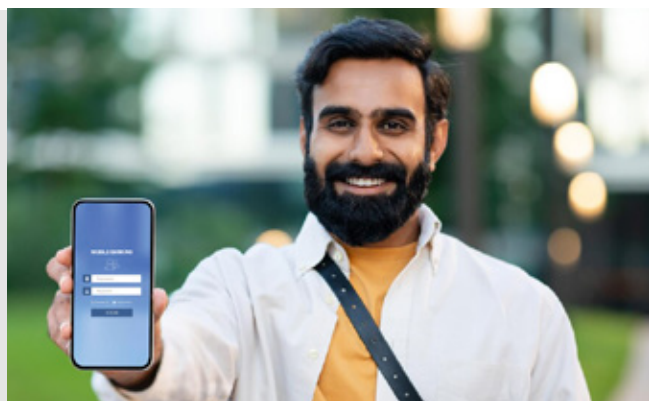
05

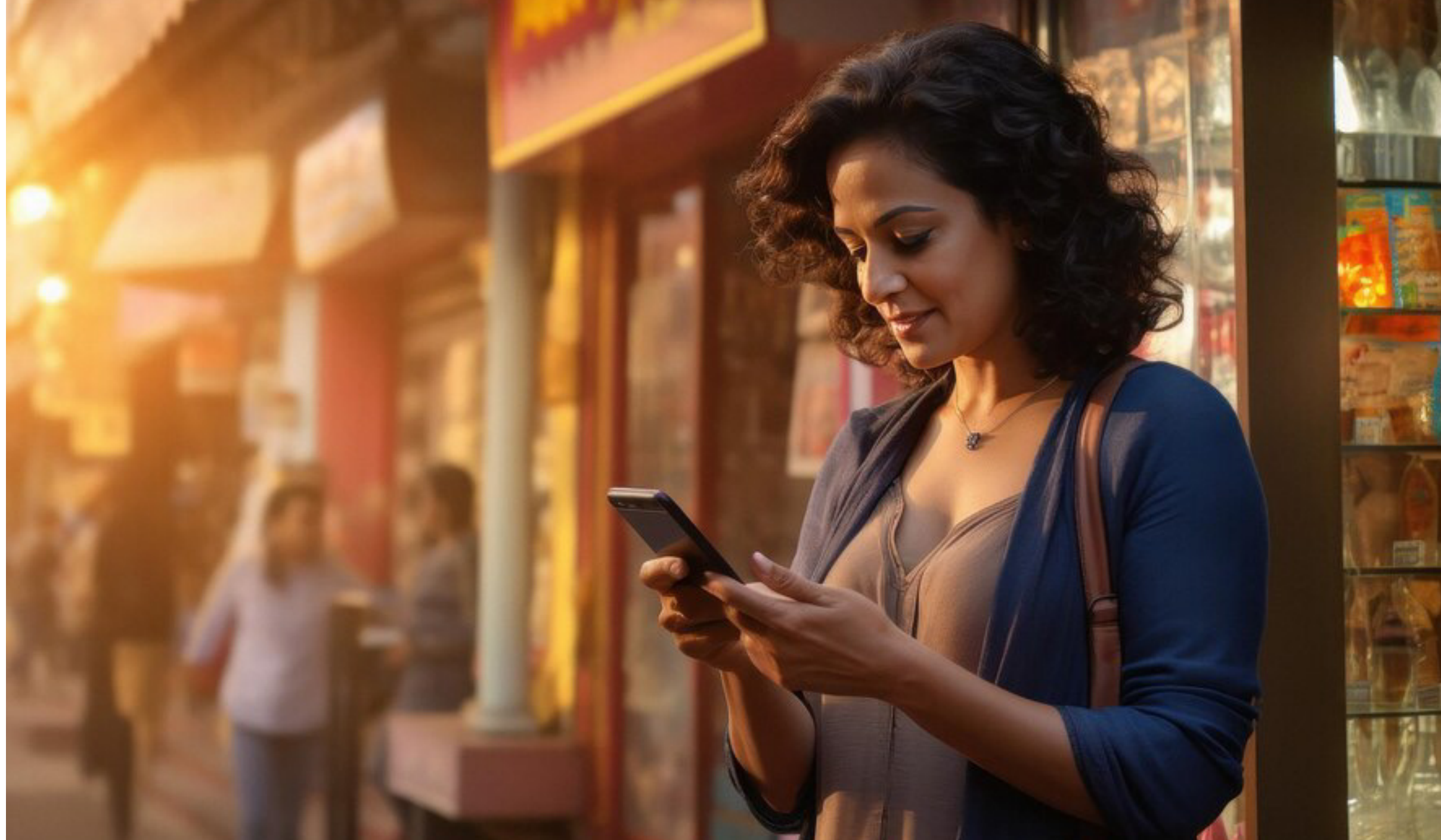
Best practices from
peer regions (Case study)



03

Twimbit's Digital App
Experience Score (TDEX) of
India's top 7 banks





Section 01

Growth opportunities for App-based banking in India



Over 700 Mn internet users in India

India has over **1.2 Bn** mobile phone users and **600 Mn** smart phone users

India is estimated to become **USD 1 Tn** internet economy by 2030

In 2022, Indian users downloaded over **28 Bn** apps on their phones, accounting for 5% of the **625 Bn** global downloads

India ranked **8th** on the global chart for time spent on mobile phones, with average usage of **4.9 hours** per day per consumer

Source: e-Conomy report; 1Mint,2022; Data.ai, twimbit analysis,

Over 350 Mn digital payment users

Over 5 Bn Monthly C2B UPI transactions – payment platforms, banks and e-commerce

More than 35 neobanks including payment banks, SME banks, teenage banks etc. India

350 Mn transacting through payment banks and retail-focused digital-only banks customers

>100 Mn Monthly active users on ICICI, BOB, SBI and AXIS mobile banking app



Section 02

Twimbit App CX framework

Twimbit CX research methodology



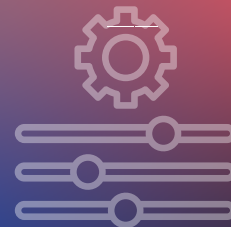
01

Shortlisted the 7 Indian retail banks with a digital savings account



02

Opened real accounts to evaluate account opening, customer onboarding and customer service experience



03

Defined 12 key success metrics and 55 sub-parameters



04

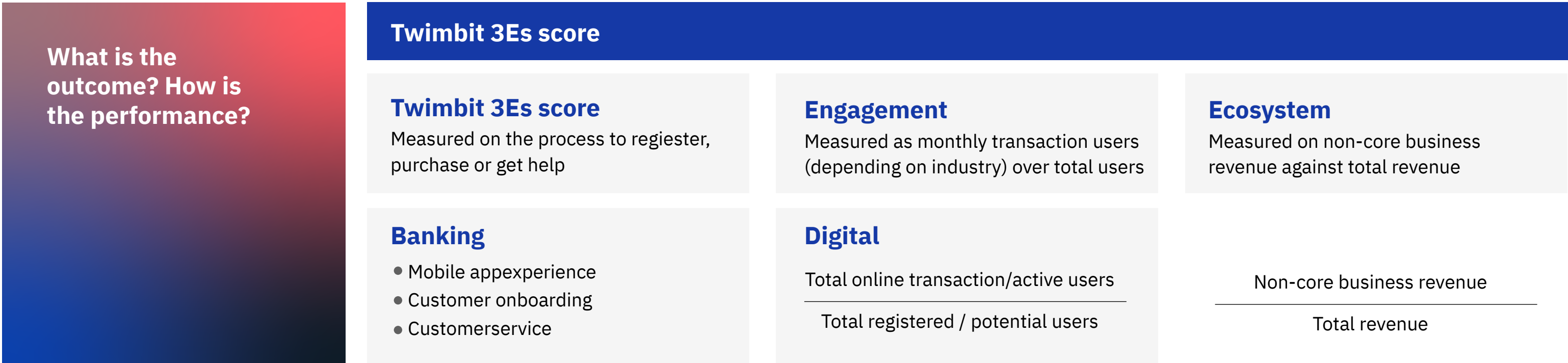
Each factor was evaluated on a scale of 1-5, measuring responsiveness

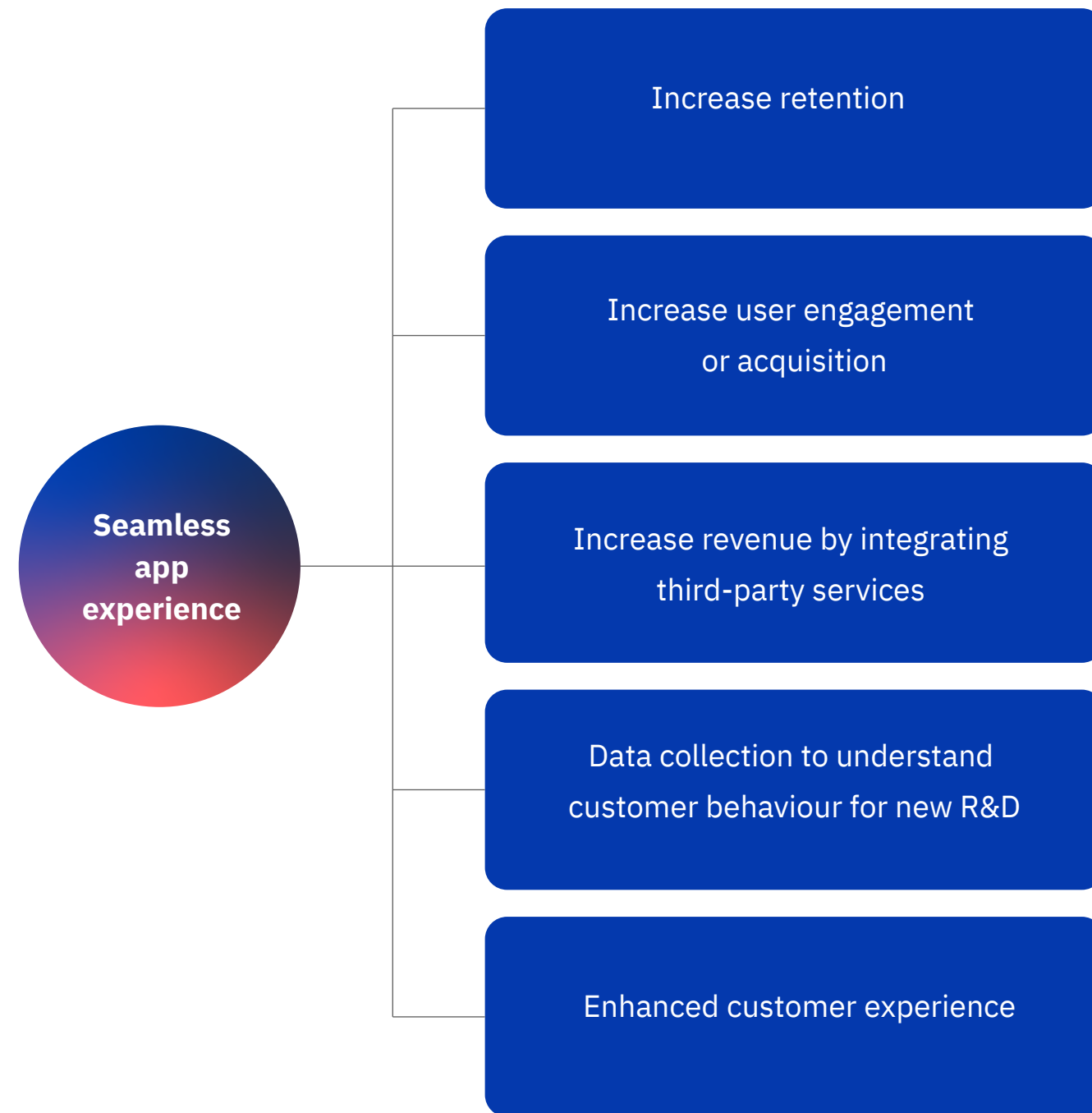


05

Weighted scores were given to identify India's top retail digital banking app

Twimbit 3Es framework assesses the performance of a digital business by evaluating its efficiency, engagement, and ecosystem.





App orchestrates embedded experiences

Continuously optimizing the app experience can enhance user engagement, strengthen customer relationships, and ultimately boost revenue

Digital Efficiency Value

Measure the success of efforts to boost efficiencies in account opening, purchasing products via digital channels, performing transactions, interacting with the bank digitally, and closing the account.



Section 03

TDEX Score of India's top 7 banks

Top 7 banks to ace digital app experience in India



Twimbit TDEX score

A diagnostic framework to evaluate the digital experience of a company

Mobile app experience

- Mobile application availability and capabilities
- App activation convenience
- App security and privacy

Customer onboarding experience

- Discovery journey
- Clarity of products or services
- Ease of account opening
- Activation convenience
- Debit card application

Customer service experience

- Customer support channels
- Time taken to response to query
- Self-service potential: FAQs
- Self-service potential: IVR

How digital banking apps are performing?

Mobile app experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Mobile application availability and capabilities	5.00	5.00	4.44	5.00	4.44	5.00	3.89
App activation convenience	4.67	5.00	5.00	4.33	4.33	5.00	3.67
App security and privacy	2.92	4.17	2.92	2.92	2.92	4.17	4.17
Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Discovery journey	3.44	2.81	4.38	4.38	3.59	2.19	4.22
Clarity of products or services	4.25	4.58	4.17	4.83	4.92	3.92	3.65
Ease of account opening	4.19	4.04	4.35	3.88	4.04	3.88	3.69
Activation convenience	4.00	3.50	3.50	1.00	1.50	1.00	1.50
Debit card application	4.69	5.00	4.75	2.67	2.17	2.17	2.17
Customer service experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Customer support channels	4.50	3.50	3.50	3.50	3.50	3.50	3.00
Time taken to response to query	3.40	1.65	3.05	2.70	2.65	1.90	1.05
Self-service potential: FAQs	3.54	3.54	3.54	4.16	3.54	3.54	3.54
Self-service potential: IVR	4.00	3.00	3.00	3.00	4.00	3.00	4.00



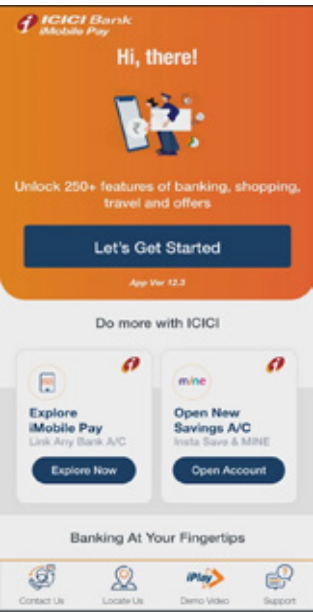
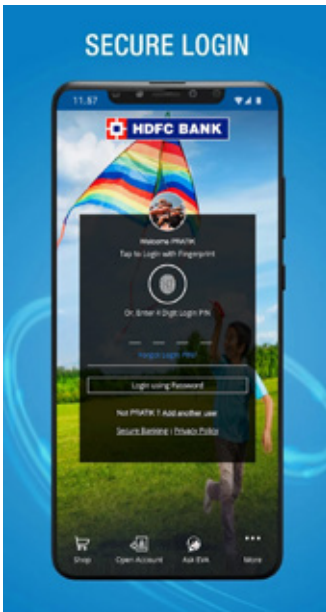
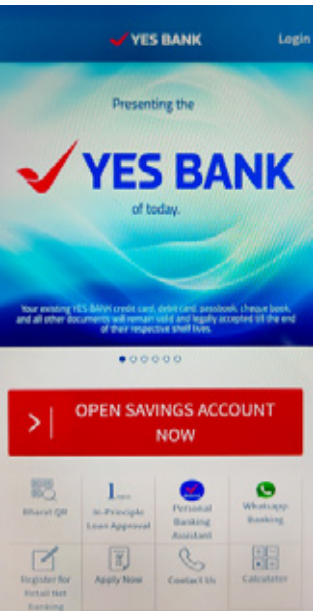
Mobile app experience

Mobile application availability and capabilities

Mobile app experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Mobile application availability and capabilities	5.00	5.00	4.44	5.00	4.44	5.00	3.89

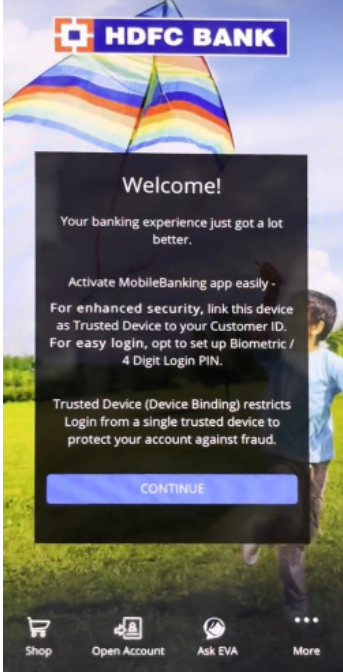
Area of improvement

Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Availability of App	✓	✓	✓	✓	✓	✓	✓
Ease of locating app on Play store/App store	✓	✓	✓	✓	✓	✓	✓
App loading time	✓	✓	Moderate	✓	Moderate	✓	Slow

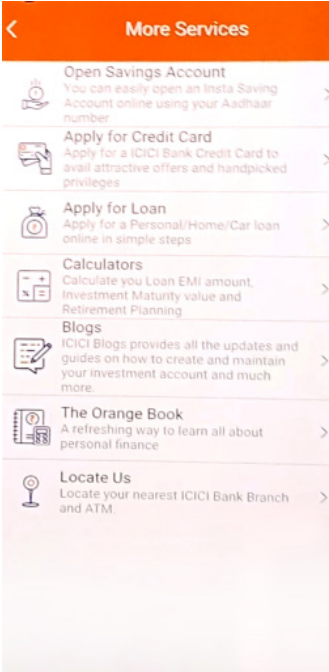


App activation convenience

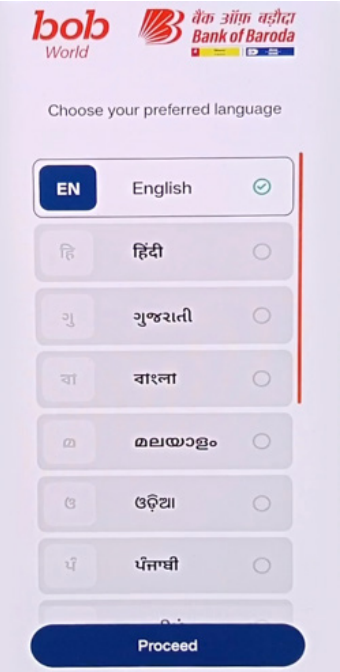
Mobile app experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
App activation convenience	4.67	5.00	5.00	4.33	4.33	5.00	3.67



HDFC mobile banking bank does not differentiates between new and existing user



A/c opening option available under more services section



App allow you to select your preferred language as the first step

Area of improvement

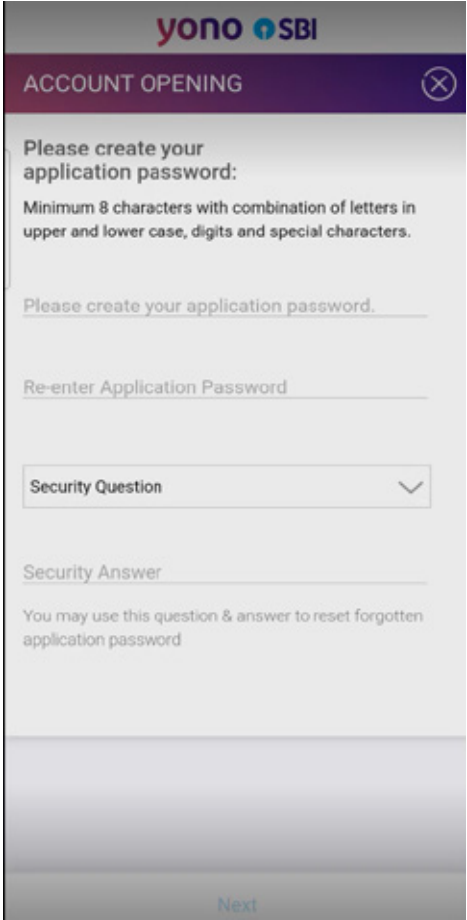
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Efficiency of banking app activation (first screen CTA menu)	No language change option	✓	✓	No language change option, no differentiation b/w sign-in and sign-up	No information about account before registration, no differentiation b/w sign-in and sign-up	✓	No language change option, no differentiation b/w sign-in and sign-up
Numbers of steps taken to register/sign up on App	✓	✓	✓	✓	✓	✓	2 steps to pre-register for a/c opening on the app
Time taken to register/sign up on App	✓	✓	✓	✓	✓	✓	✓

App security and Privacy

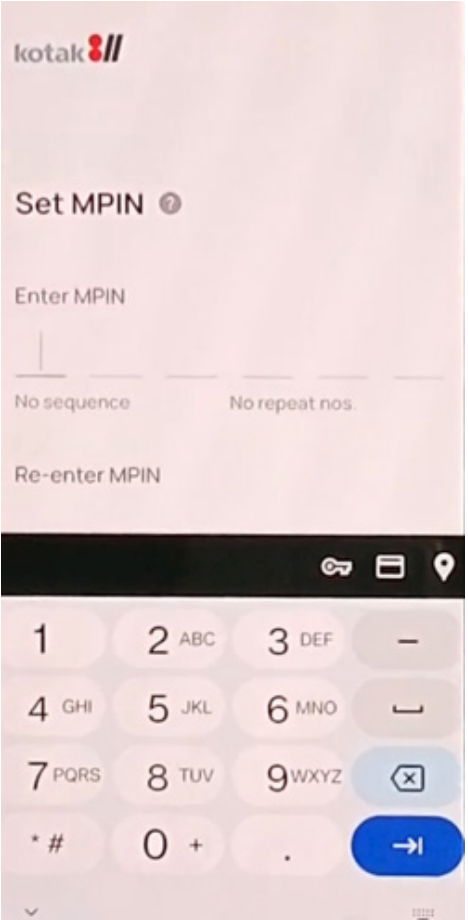
Mobile app experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
App security and Privacy	2.92	4.17	2.92	2.92	2.92	4.17	4.17

Area of improvement

Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Type of authentication asked during the journey	✓	✓	✓	✓	✓	Ask to set app password instead MPIN or biometric verification	✓
Ease of authentication	Ask to set MPIN after a/c opening	✓	Ask to set MPIN after a/c opening	Ask to set MPIN after a/c opening	Ask to set MPIN after a/c opening	✓	✓



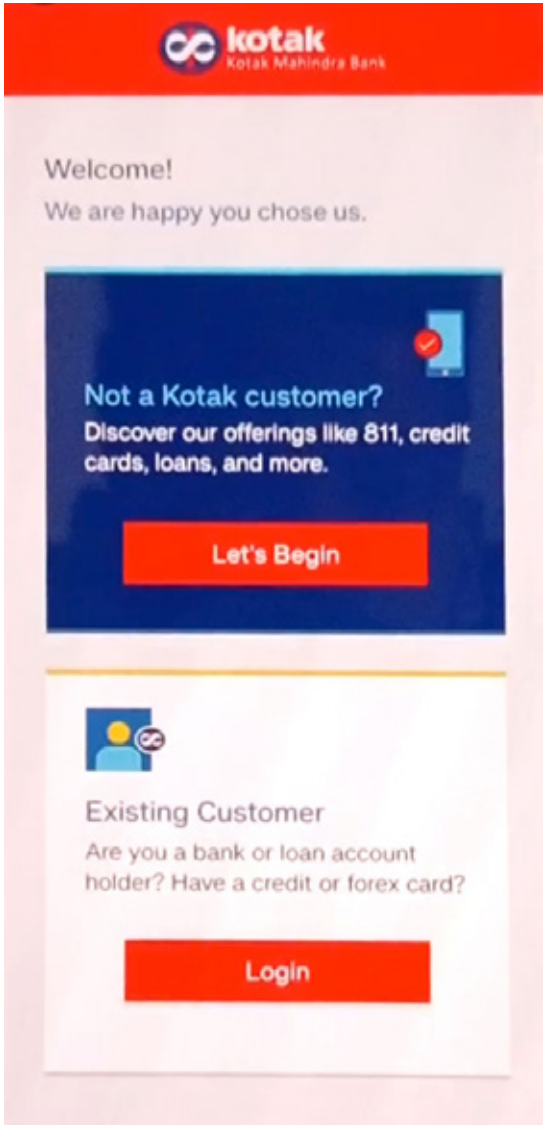
SBI Yono app authentication involves more steps and is difficult to remeber



Kotak811 app asks to set 4-digit MPIN during the a/c opening process

Bank to ace “Mobile app experience”- Kotak Mahindra Bank

#1 Start Page/ Opening screen

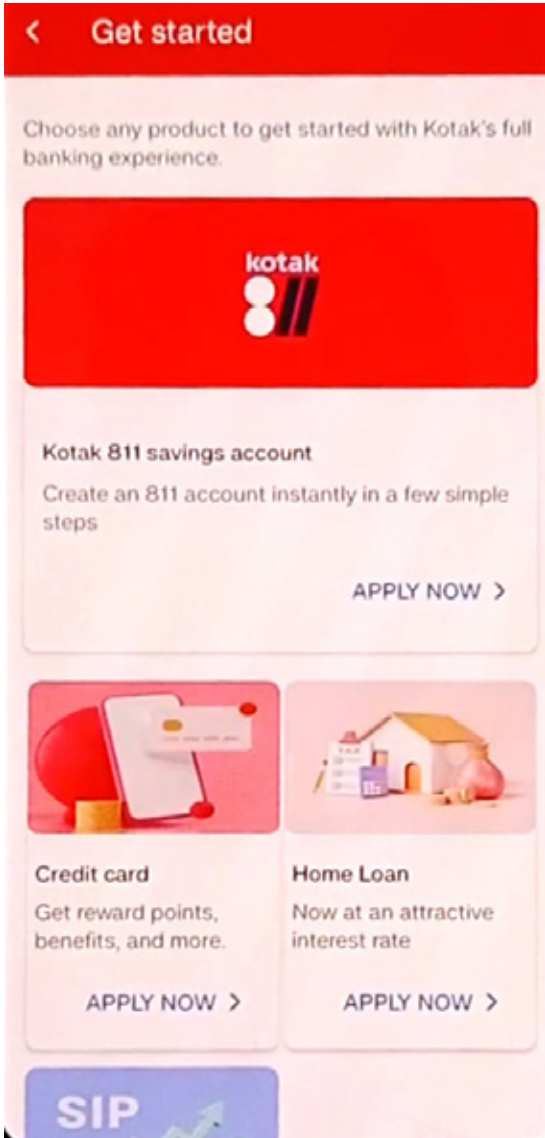


01
This page will show up when the user opens up the Kotak811 application

02
No App registration process

03
User can click either on Login or sign up as per the need

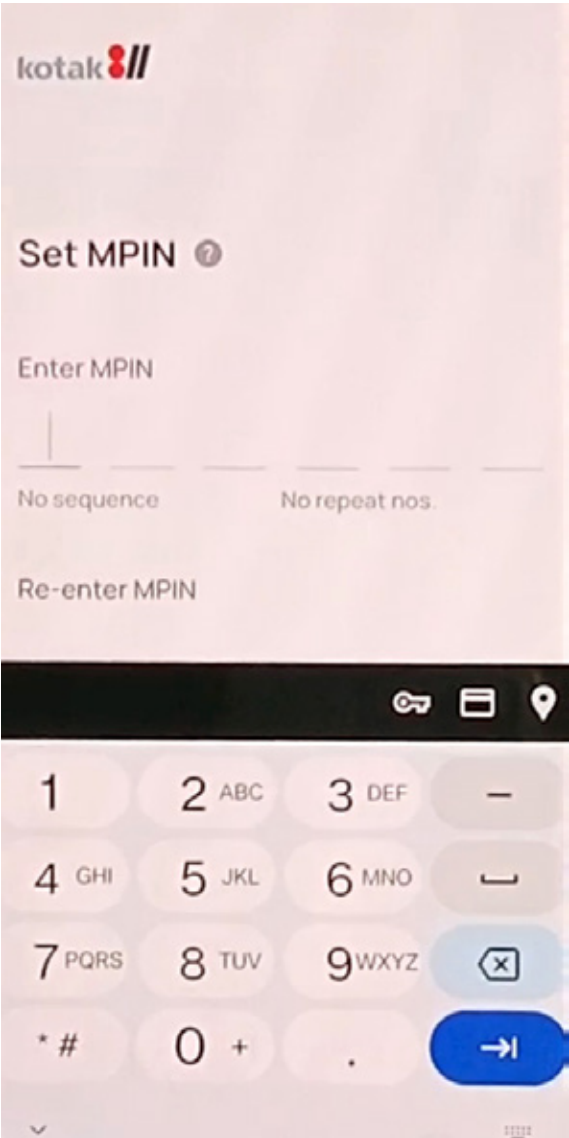
#2 Get started



01
Clear CTA to apply for savings a/c

02
Clear CTA to apply for different products like – saving a/c, credit card, loan etc.

#3 Set MPIN



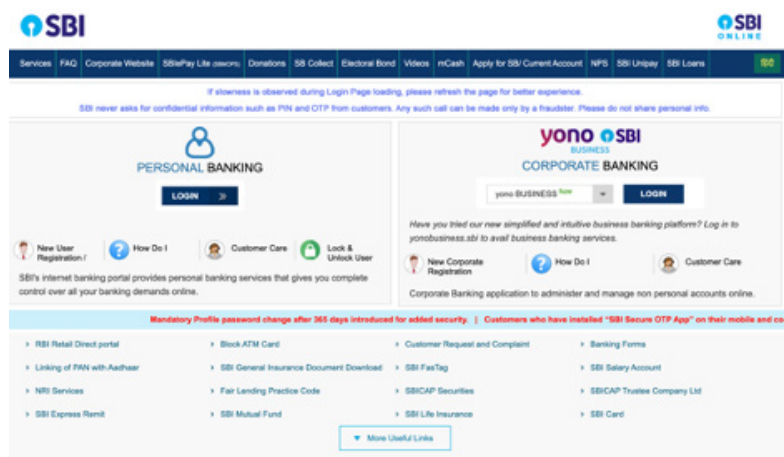
01
Set M-PIN (app authentication) during the a/c opening process



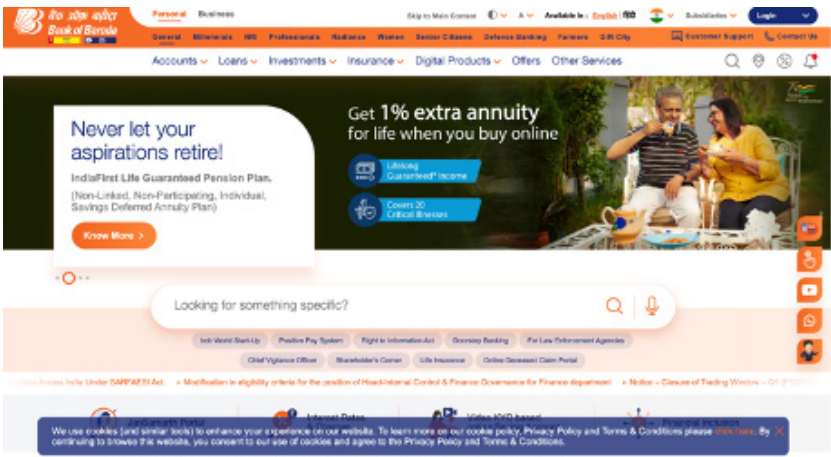
Customer onboarding experience

Discovery journey

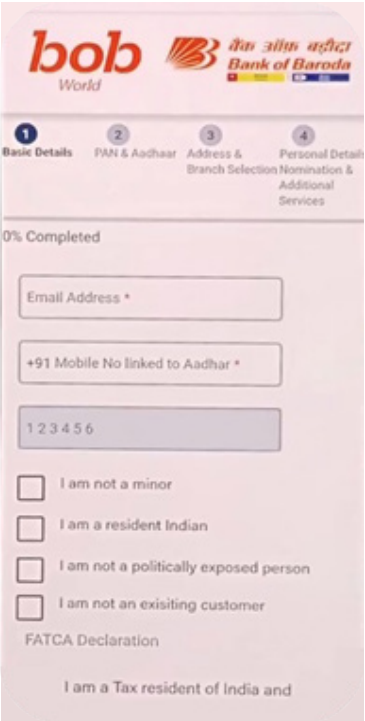
Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Discovery journey	3.44	2.81	4.38	4.38	3.59	2.19	4.22



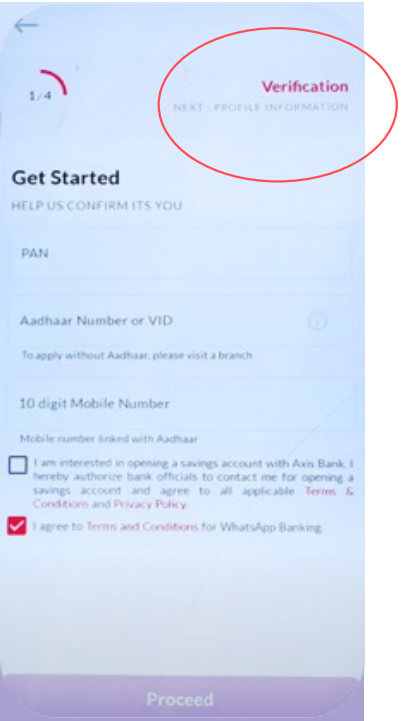
Minimal or no visual cues or images or just wording



Clean and neat layout with optimum white space, visual cues or visual aids



Clean and neat layout with optimum white space for ease of browsing



Equip with proper navigation guide

Area of improvement

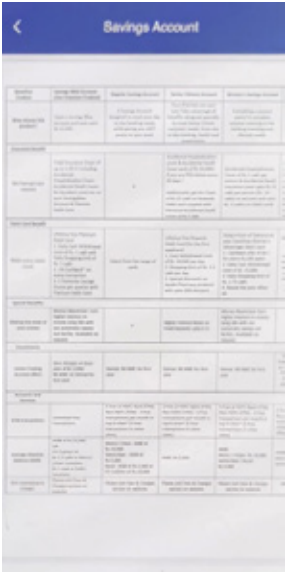
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Ease of browsing information (Web)	✓	No navigation guide, inconsistent typography	✓	✓	Clean but oversize white space, inconsistent typography	No navigation guide, Clean but oversize white space	✓
Ease of browsing information (mobile app)	No navigation about app will reidrect to browser for a/c opening	Minimal or no visual cues or images or just wordings	✓	✓	Minimal or no visual cues or images or just wordings	Minimal or no visual cues or images or just wordings	Minimal or no visual cues or images or just wordings

Clarity of products or services

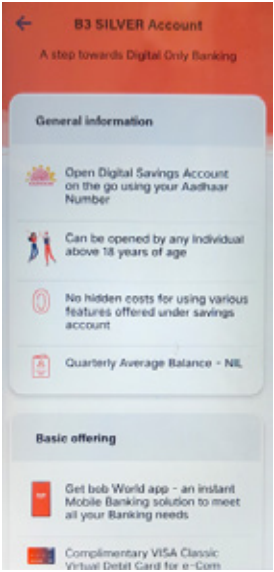
Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Clarity of products or services	4.25	4.58	4.17	4.83	4.92	3.92	3.65

Area of improvement

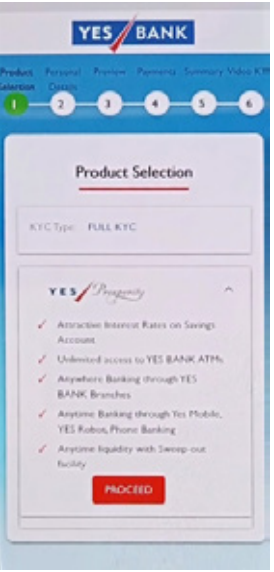
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Information about saving account (steps, document requirement, min. balance, discount and offer, fees and charges)	Inform about cross-product benefits	Inform about cross-product benefits	✓	No information about special discounts and offers	✓	No information about fees and charges	No information about special discounts, offers, fees and charges
Information about other banking products (description, CTA to apply)	✓	✓	✓	✓	✓	✓	✓
Product comparison and clarity (website)	No comparison	✓	No comparison	✓	✓	No comparison	No comparison
Time spent on understanding the products	✓	✓	✓	✓	✓	✓	✓



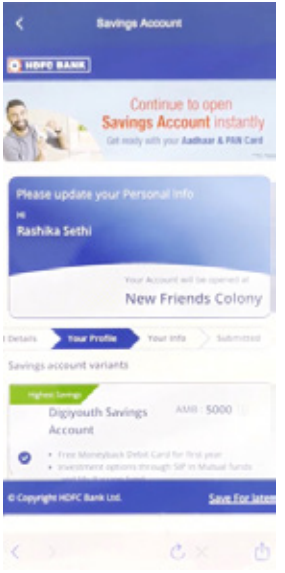
Accounts comparison



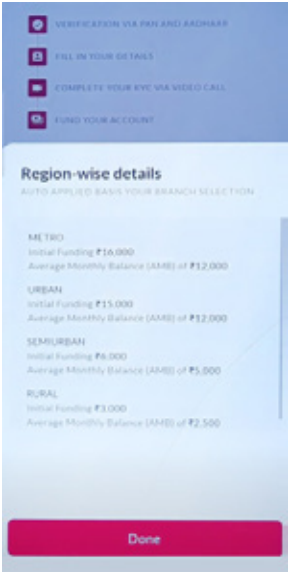
General information about a/c



Account information



A/c information with AMB



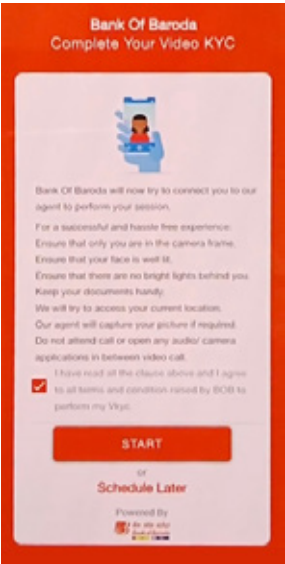
Account balance and charges

Ease of account opening

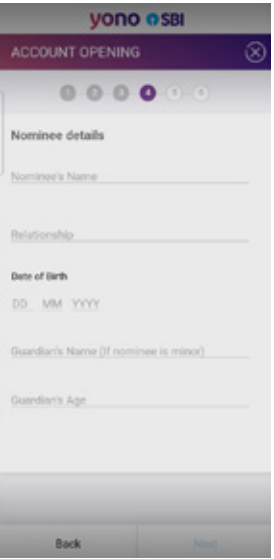
Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Ease of account opening	4.19	4.04	4.35	3.88	4.04	3.88	3.69

Area of improvement

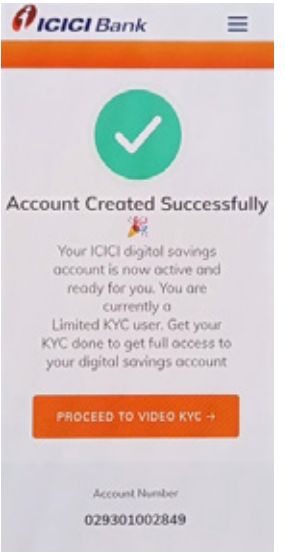
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Document requirement	✓	✓	✓	✓	✓	✓	✓
In-depth information of document verification	< 7 clicks	< 9 clicks	✓	< 9 clicks	< 7 clicks	< 7 clicks	< 9 clicks
Auto-fill	✓	✓	✓	✓	✓	✓	✓
Auto-save information	✓	✓	✓	✓	✓	✓	✓
Ease of doing KYC	✓	✓	✓	✓	✓	✓	A/c opened without video KYC
No. of steps involved in verification process (KYC + document verification)	✓	✓	✓	6 to 7 steps	6 to 7 steps	8 to 9 steps	6 to 7 steps



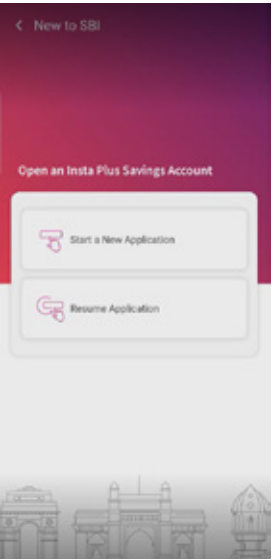
Option to schedule KYC later



Mandatory nominee details



CTA for video KYC



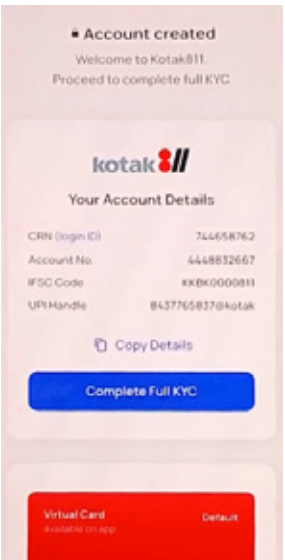
Option to resume application

Activation convenience

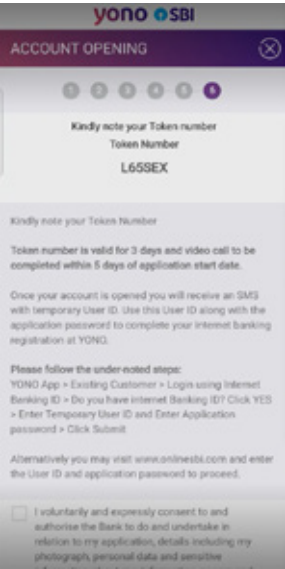
Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Activation convenience	4.00	3.50	3.50	1.00	1.50	1.00	1.50

Area of improvement

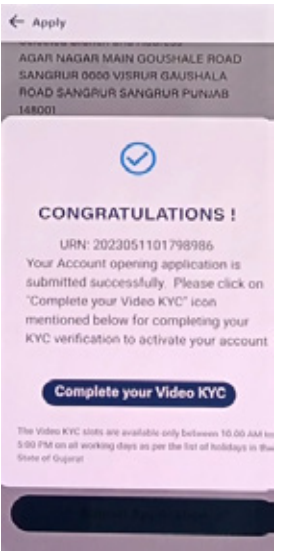
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Number of steps taken to activate bank a/c (total steps)	✓	✓	✓	>10 steps	✓	>10 steps	✓
Speed of account approval/ Time taken to activate bank account i.e. accepting/making payments, bank transfers etc.	✓	✓	✓	More than a day	More than a day	More than a day	More than a day



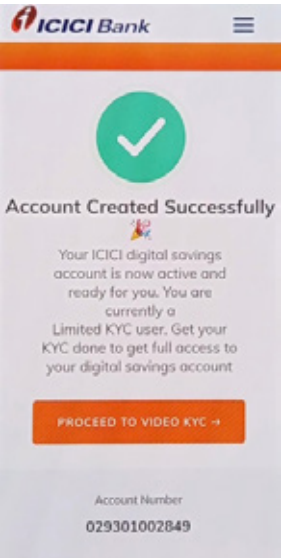
Instant a/c activation



No instant a/c activation



Instant a/c activation



No instant a/c activation

Debit card application

Customer onboarding experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Debit card application	4.69	5.00	4.75	2.67	2.17	2.17	2.17



Card Number

XXXX XXXX XXXX 6190

Expiry

XX/XX

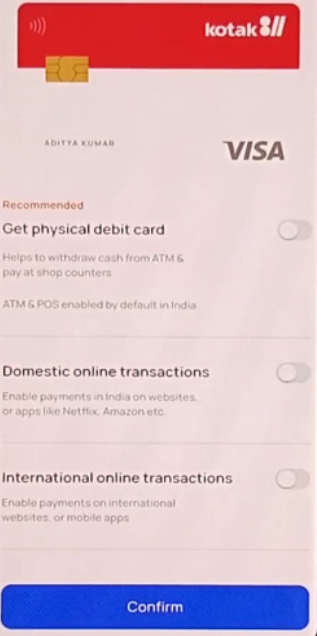
CVV (Hide)

680


We've issued you this temporary Virtual Prepaid Card so you can discover the joy of shopping with 811. Once we've met you to verify your account details, we'll issue you a new permanent Virtual Debit Card.

[Know more](#) about the features & charges of your 811 Lite

Area of improvement							
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Debit card option	✓	✓	Only virtual card	Only virtual card	No virtual card	No virtual card	No virtual card
Ease of applying for debit card	Debit card charges > INR 500	✓	No information about physical card in app	No information about physical card in app	Separate option in app to apply for physical debit card	Just informs about debit card delivery address	Separate option in app to apply for physical debit card
Time taken to activate virtual card	✓	✓	✓	>20 mins	N/A	N/A	N/A



Option to opt for physical card on the screen



Instant activated virtual debit card

Bank to ace “Customer onboarding experience”- Bank of Baroda

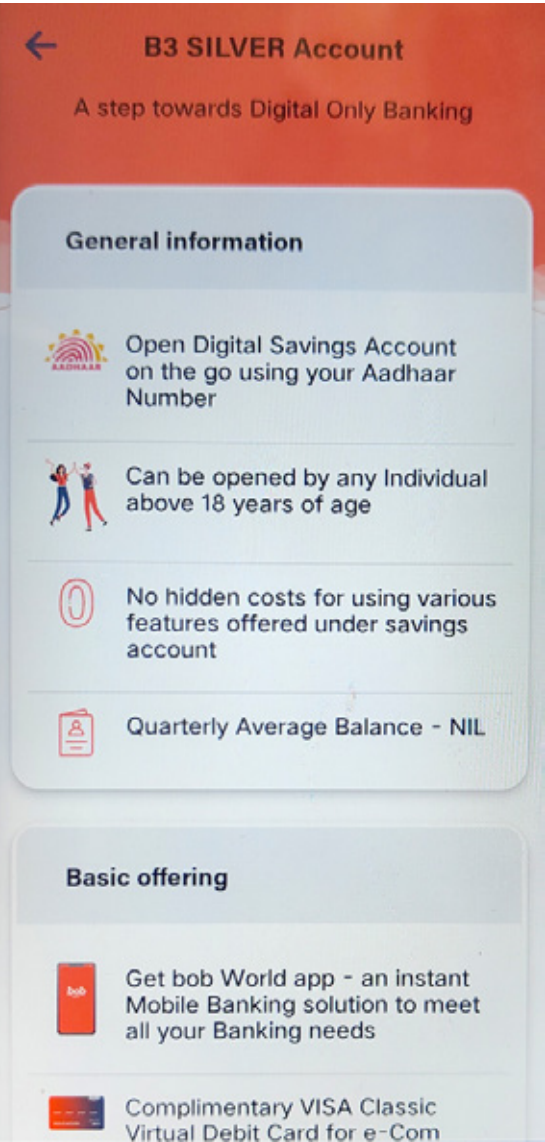
#1 Open a digital savings account



01
Clearly states 4 steps
a/c opening journey
with document
requirement

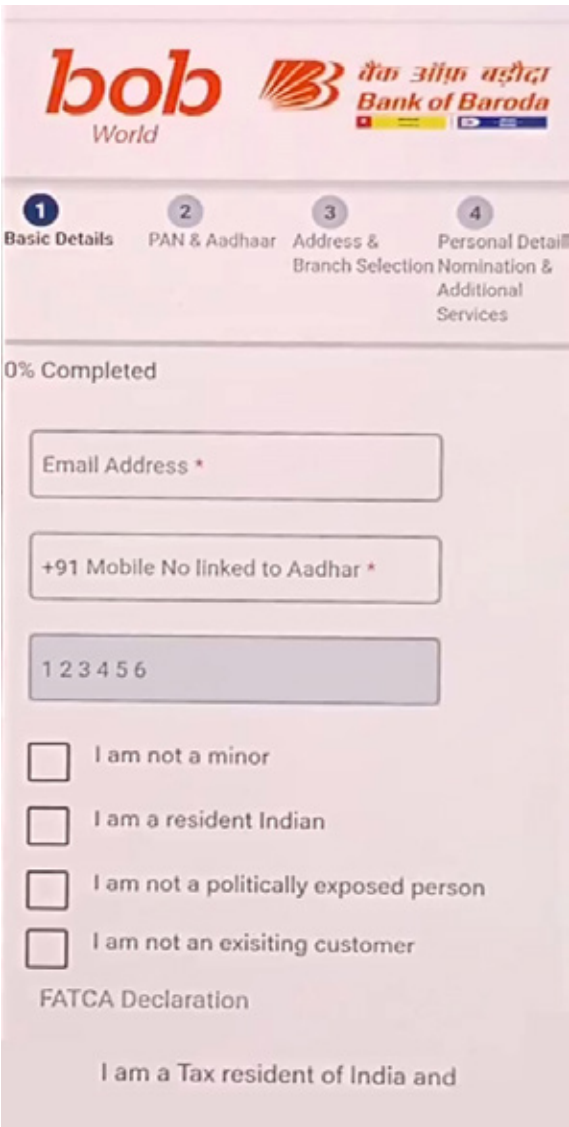
02
Provide comprehensive
information about dif-
ferent types of a/c's
with cross-product
benefits

#2 Information about type of saving account



01
Provide information
like hidden costs,
QAB, virtual card etc.

#3 Account opening process



01
Number of account
opening steps clearly
mentioned

Bank to ace “Customer onboarding experience”- Bank of Baroda

#4 Auto-fetched details

← Apply

bob **Bank of Baroda**
World

1 Basic Details 2 PAN & Aadhaar 3 Address & Branch Selection 4 Personal Details: Nomination & Additional Services

50% Completed

Profile

Name: Mr RAHUL GUPTA
Mobile Number: 8437765837

Aadhar Card Number: XXXX-XXXX-1309
Pan Card Number: CRC PG9280M

Date of birth: 12-01-1999
Gender: MALE

Address

Address 1: C/O PARVEEN KUMAR, HOUSE NUMBER 151
Address 2: PARK AVENUE COLONY, UPPLI ROAD SANGRUR

Pincode: 148001
City: SANGRUR

- 01 Option to go to previous step
- 02 Display % of journey completed
- 03 Auto-fetch Aadhar details and address

#5 Additional services

← Apply

You are almost done! Please choose the services you would like to avail for us to serve you better.

Additional Services

Internet banking Mobile Banking

UPI Virtual Debit Card

Virtual Debit Card:

Back

Next

- 01 Auto-selected additional services like UPI, virtual card etc.
- 02 Informs about virtual debit card during the a/c opening process

#6 Account opened

← Apply

AGAR NAGAR MAIN GOUSHALE ROAD
SANGRUR 0000 VJSRUR GAUSHALA
ROAD SANGRUR SANGRUR PUNJAB
148001

CONGRATULATIONS !

URN: 2023051101798986

Your Account opening application is submitted successfully. Please click on "Complete your Video KYC" icon mentioned below for completing your KYC verification to activate your account

Complete your Video KYC

The Video KYC slots are available only between 10.00 AM to 5.00 PM on all working days as per the list of holidays in the State of Gujarat

Next Application

- 01 Instant account opening
- 02 Clear CTA to proceed for video KYC



Customer service experience

Customer support channels

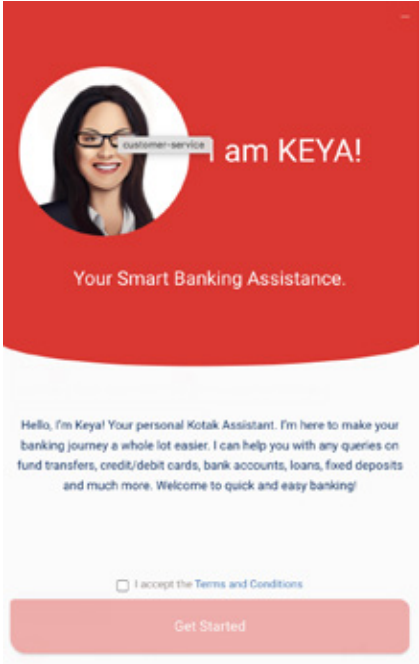
Customer service experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Customer support channels	4.50	3.50	3.50	3.50	3.50	3.50	3.00

Area of improvement

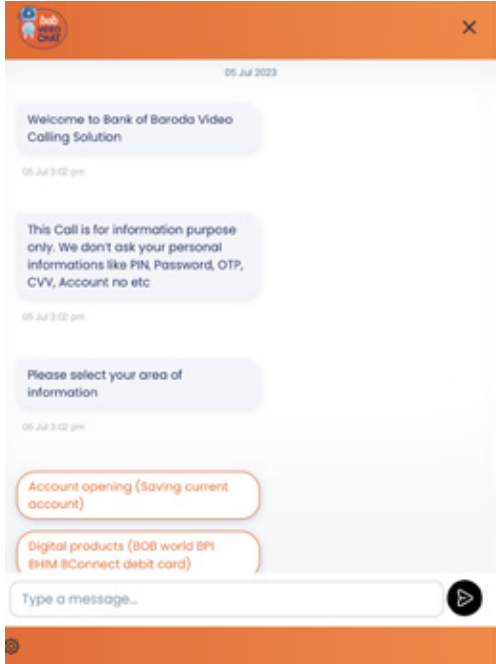
Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Email, Hotline, Live-chat on app or website (real human interaction), Social media platform, Conversational AI	Auto-email sent without providing contact information,	✓	Email not found	✓	✓	✓	Email not found



Auto email sending option



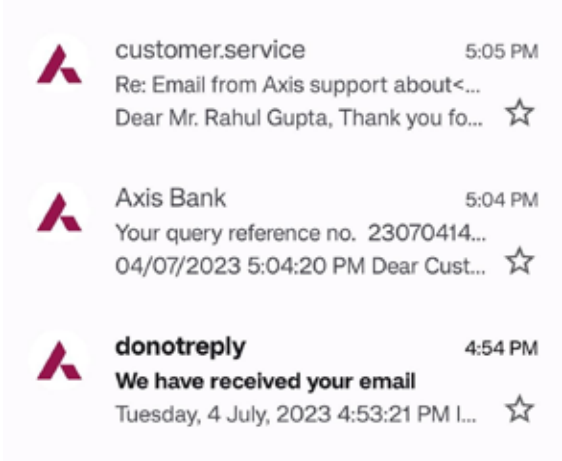
Kotak AI-chatbot



BOB video chat with human interaction

Time taken to respond to query

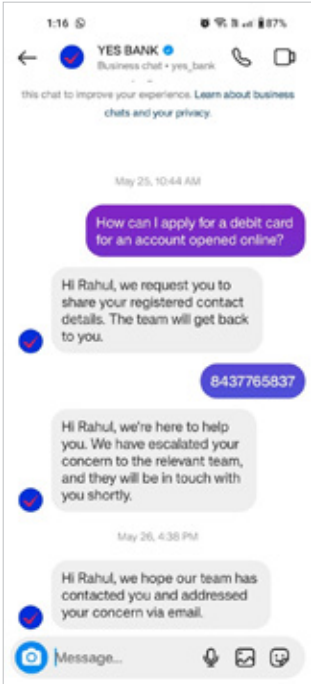
Customer service experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Time taken to response to query	3.40	1.65	3.05	2.70	2.65	1.90	1.05



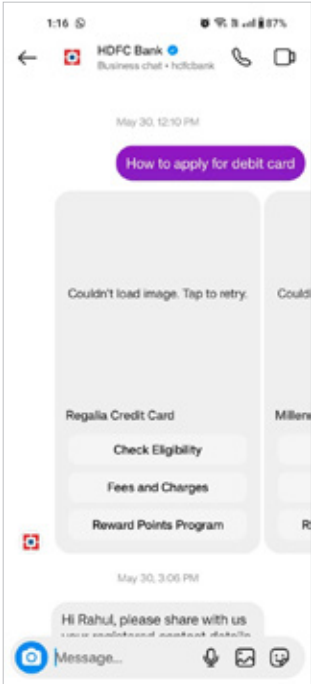
Email response within 10 mins

Area of improvement

Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Email	✓	More than 36 hours	N/A	More than 36 hours	Within 36 hours	Within 36 hours	N/A
Hotline	✓	More than 5 minutes	More than 5 minutes	✓	✓	✓	More than 5 minutes
Social media platform	More than 30 minutes	✓	✓	✓	More than 30 minutes	✓	More than 30 minutes
Conversational AI	Chatbot not able to refer connect to live agent	Chatbot not able to refer connect to live agent	✓	Chatbot not able to refer connect to live agent	Chatbot not able to refer connect to live agent	Chatbot not able to refer connect to live agent	Chatbot not able to refer connect to live agent



Instant response on Instagram



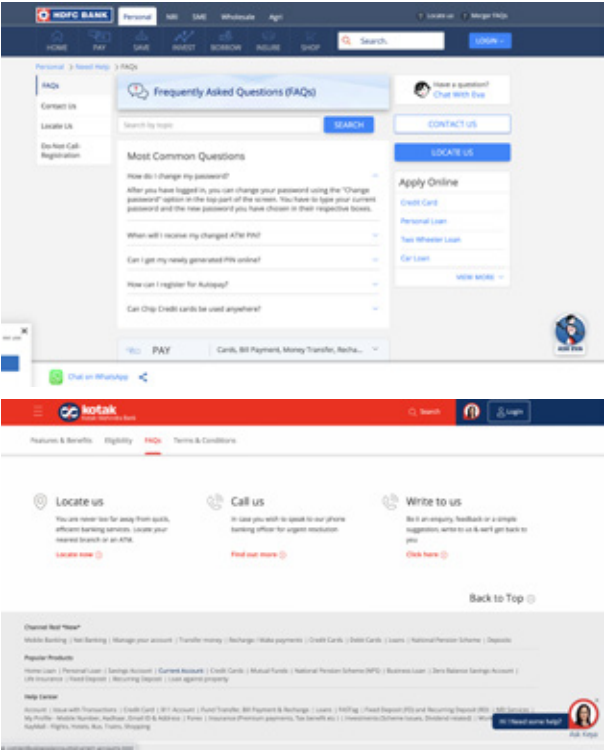
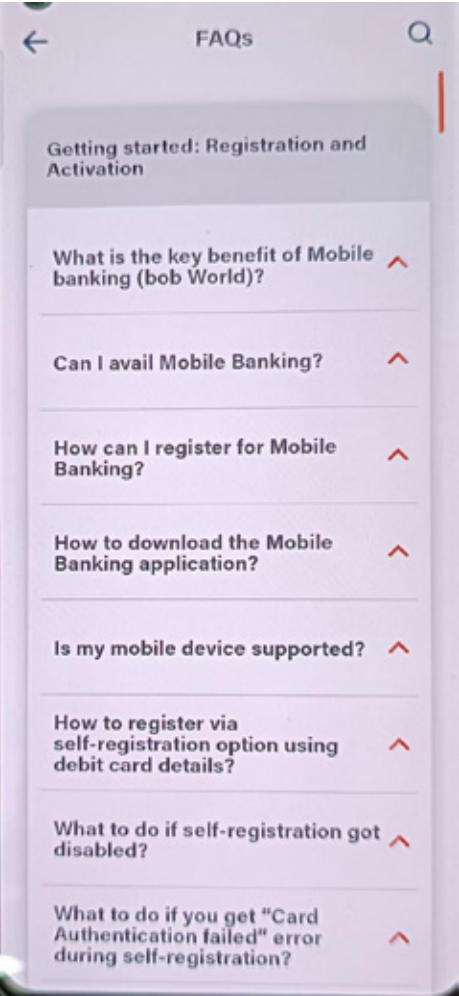
Response on Instagram under 5 minutes

Self-service potential: FAQs

Customer service experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Self-service potential: FAQs	3.54	3.54	3.54	4.16	3.54	3.54	3.54

Area of improvement

Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Clarity of FAQs	✓	✓	✓	✓	✓	✓	✓
Answer clarity (Visual aids and cues)	No visual aids only wordings	No visual aids only wordings	No visual aids only wordings	✓	No visual aids only wordings	No visual aids only wordings	No visual aids only wordings
Customer support (live chat or hotline) call to action available on FAQs site	✓	✓	✓	✓	✓	✓	✓



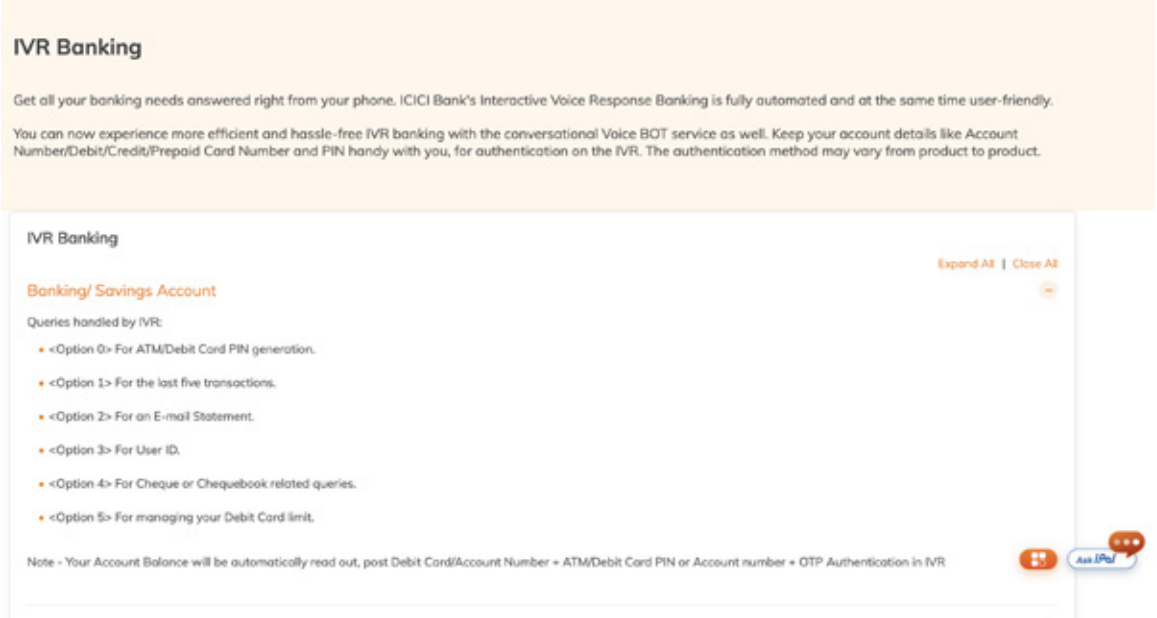
No visual aids only wordings

Self-service potential: IVR

Customer service experience	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Self-service potential: IVR	4.00	3.00	3.00	3.00	4.00	3.00	4.00

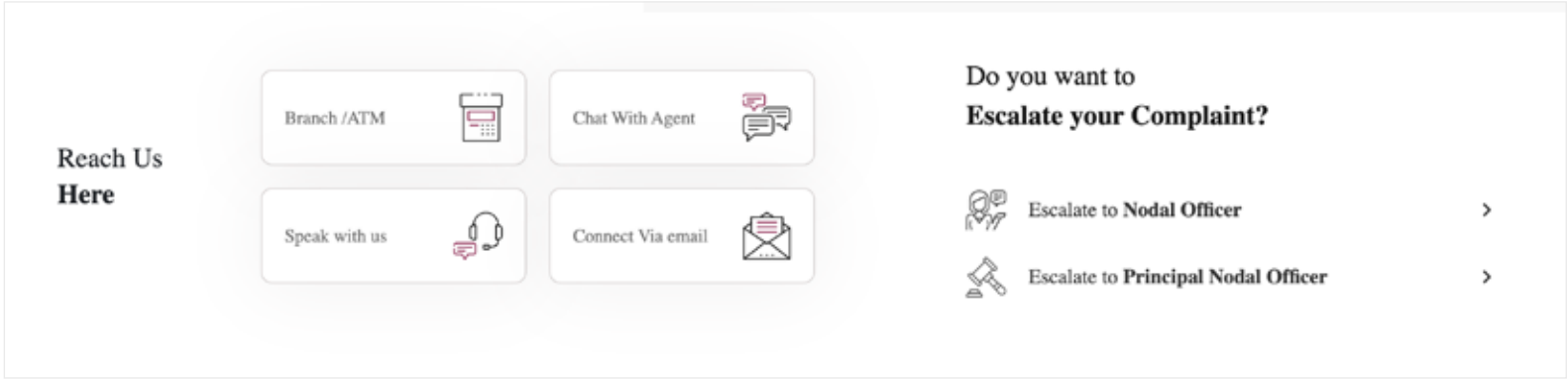
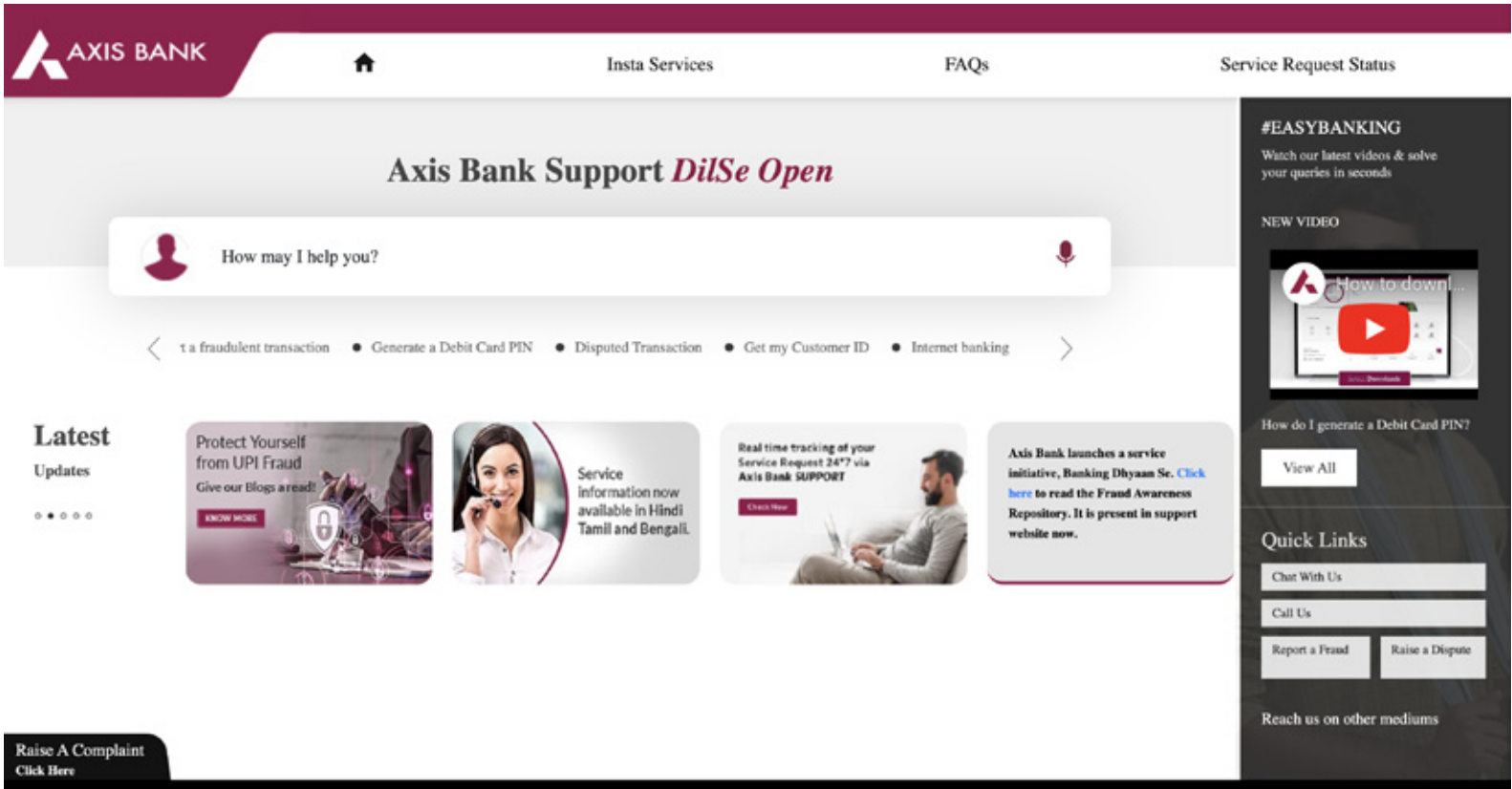
Area of improvement

Evaluating criteria	AXIS	KOTAK	BOB	YES	HDFC	SBI	ICICI
Basic functions available such as balance check, account information, e-statement	✓	✓	✓	✓	✓	✓	✓
Can purchase add-on value added services	✓	✓	✓	✓	✓	✓	✓
Speech recognition and AI-enabled	✓	No	No	No	✓	No	No



IVR banking options

Bank to ace “Customer onboarding experience”- Axis Bank



01

Section-wise support services

02

Video assistance to solve queries instantly

03

Visual cues and aids



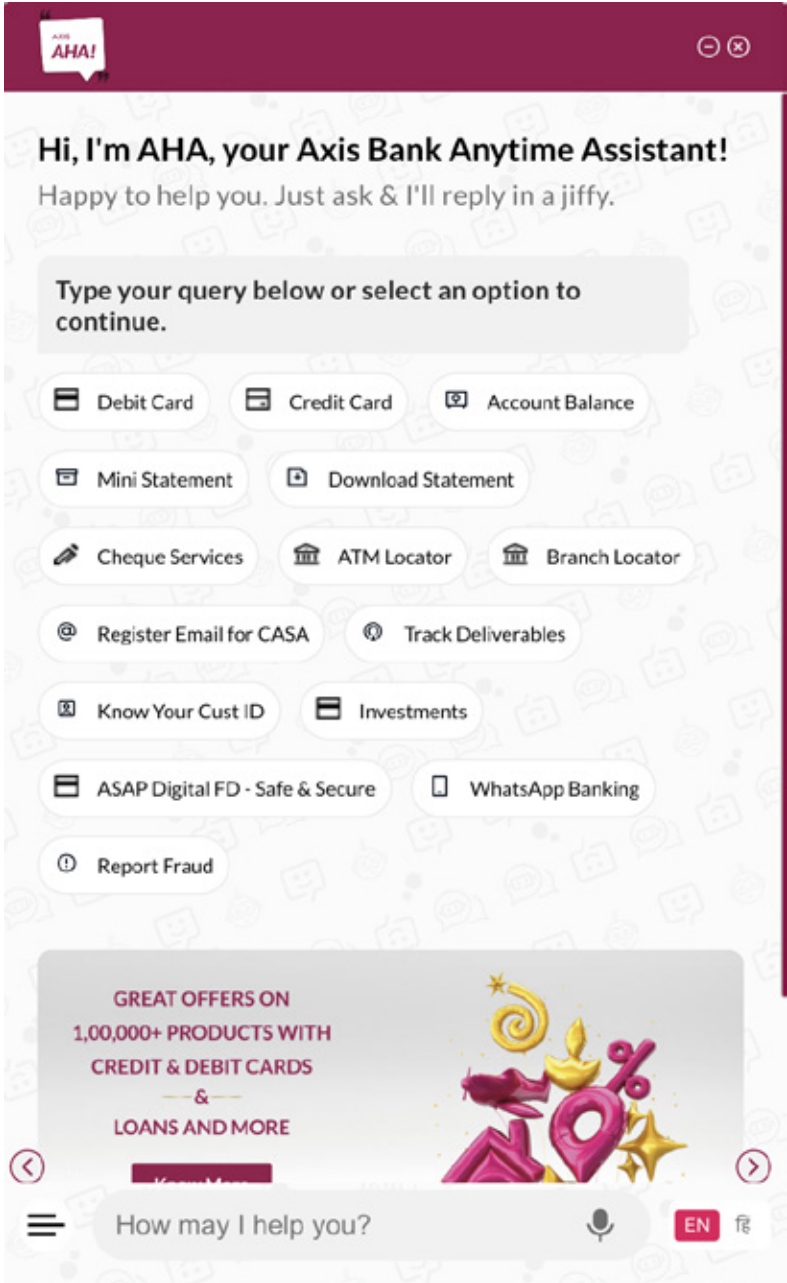
05

Clear CTA to sign-up for WhatsApp banking

04

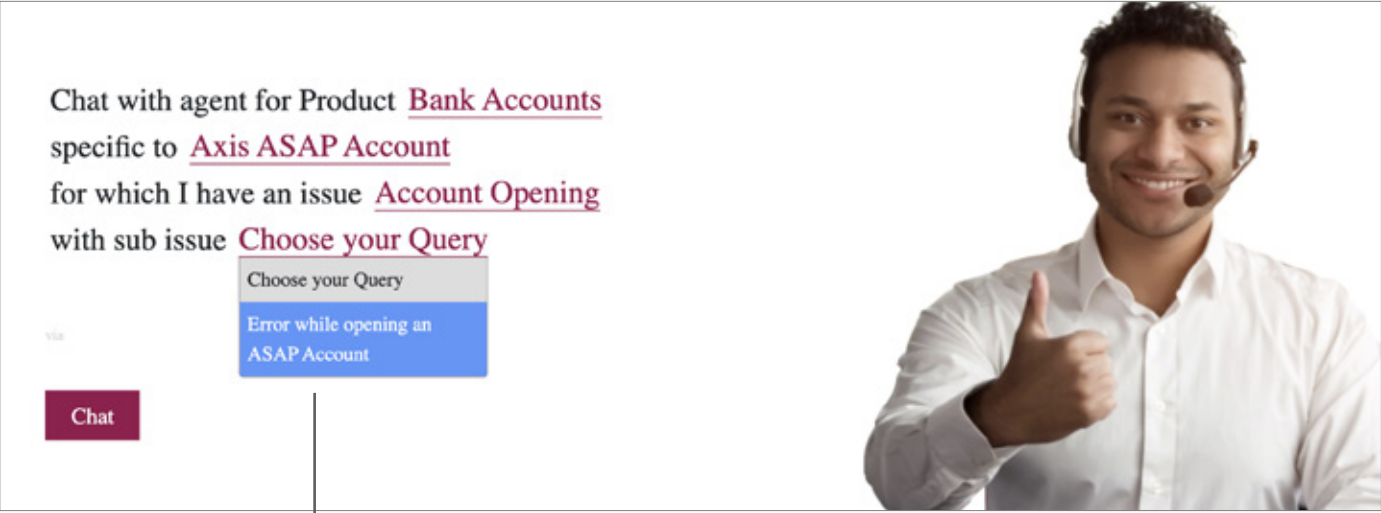
Multiple customer support channels

Bank to ace “Customer onboarding experience”- Axis Bank



06

AHA! AI-chatbot with categorized services to assist



07

Ease of choosing query options from dropdown list

08

Chat with customer support agent



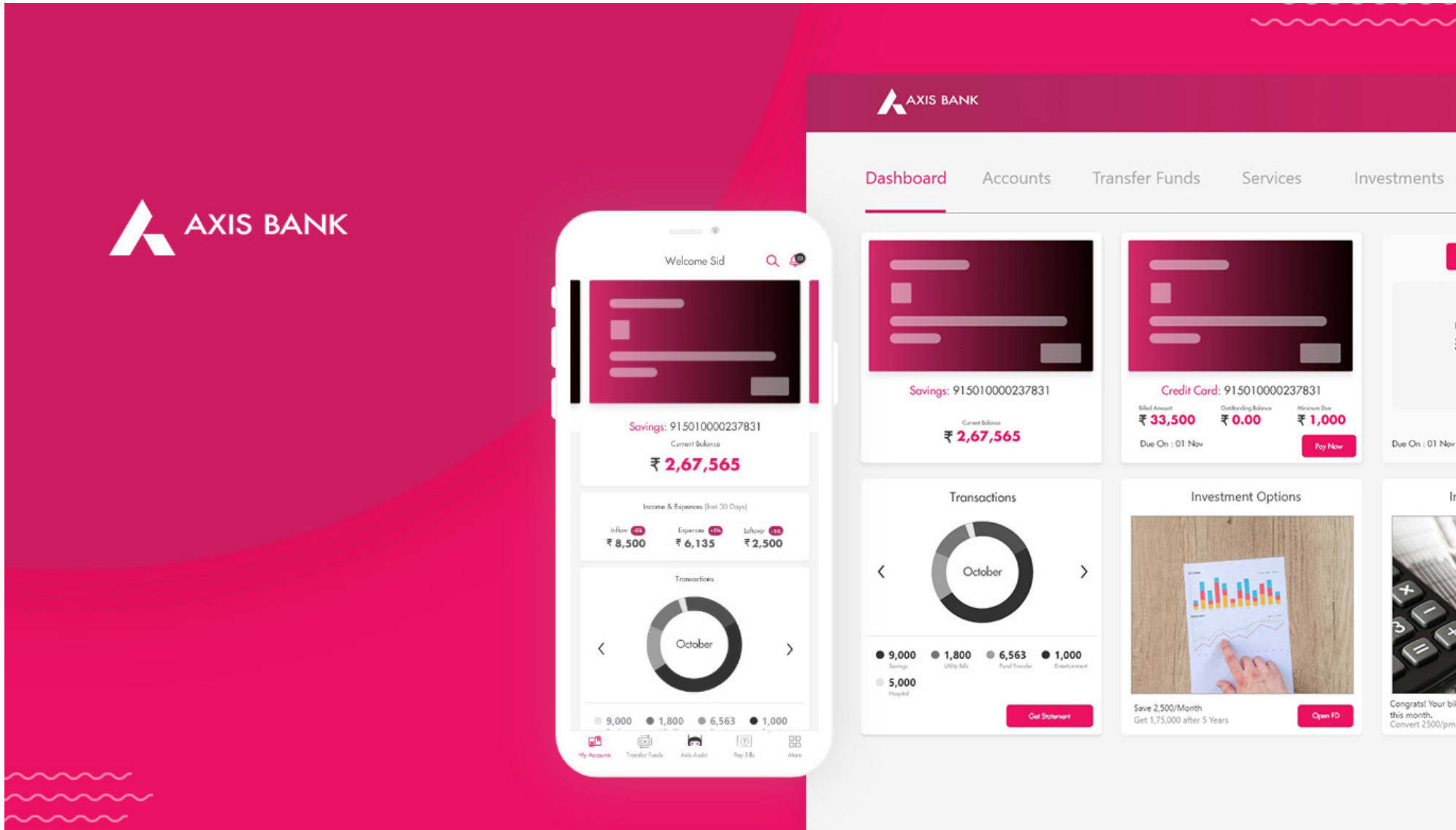
Section 04

Analyst recommendations

Deep dive into TDEX score for Axis Bank



TDEX score	4.06
Mobile app	4.19
Customer onboarding	4.11
Customer service	3.86



Improvements for Axis Bank

01 Mobile app experience

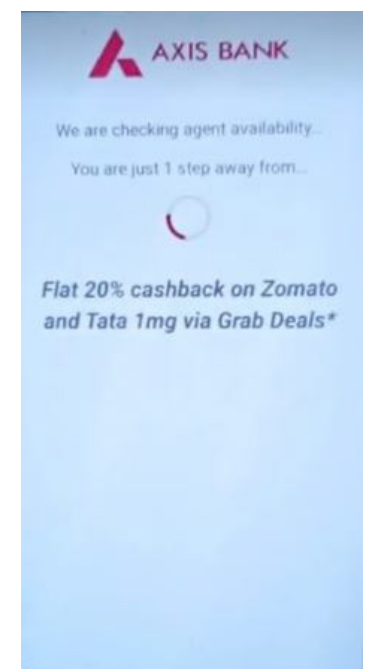
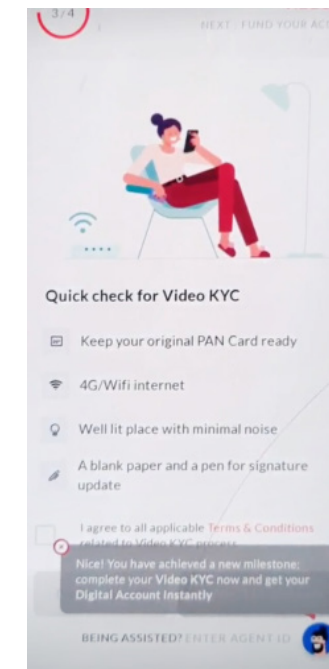
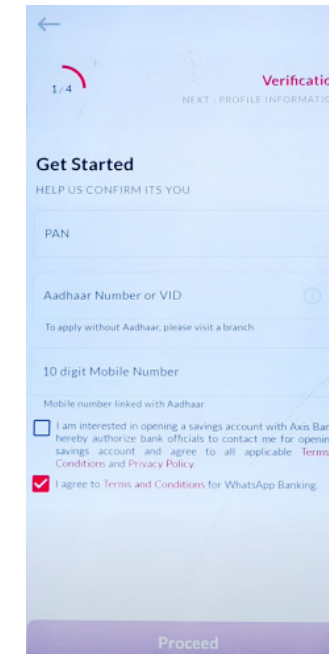
- Allow a/c opening process in app instead of redirecting it to the browser
- Allow for biometric verification during the a/c opening process
- Provide multiple language option to access the app

02 Customer onboarding experience

- Enable instant account activation and account approval time
- Provide clear and side by side product comparison
- Reduce KYC steps to 3 from 5
- Enable bank a/c activation in less than 5 steps from 8 steps

03 Customer service experience

- Improve social media platform support
- Upgrade chatbot to be able to connect to live agent
- Provide visual aids options like images or videos in FAQ section
- Offer personalized IVR functions based on customer phone number and past IVR behaviour



Deep dive into TDEX score for Kotak Mahindra Bank



TDEX score	3.88
Mobile app	4.72
Customer onboarding	3.99
Customer service	2.92



Improvements for Kotak Mahindra Bank

01 Mobile app experience

- Layout all account features at first step instead of after completion of a/c opening process
- Provide proper navigation guide with information about the next step
- Refrain from redirecting user to browser for a/c opening process
- Allow biometric verification during the a/c opening process

02 Customer onboarding experience

- Clearly define the number of account opening steps and information required
- Eliminate the need of asking personal information more than once (eg; maiden's name)
- Upgrade and improve the interface of the website
- Provide major discounts and other offerings associated with the bank a/c

03 Customer service experience

- Introduce voice assistance in helpline numbers
- Offer personalized IVR functions based on customer phone number and past IVR behaviour

kotak

English

Open Zero Balance Savings Account Online

Mobile Number

+91

Email ID

Pincode

Enter your current residential pincode

By proceeding you agree to accept all applicable [Terms & Conditions](#) and [Privacy Policy](#)

Open Now

kotak

Add Nominee

A nominee claims the proceeds of your account post your demise

Add Nominee Now

I'll Do It Later

kotak

Formalities coming through...
Just a few self declarations

Select All

☐ I am not a politically exposed person.

☐ I am an Indian citizen and a tax resident of India and of no other country.

☐ I declare and confirm that No other account has been opened or will be opened using my Aadhaar OTP based KYC.

☐ I hereby agree to Terms And Conditions and give my consent to receive all important notifications on Whatsapp

☐ I hereby give my consent to issue virtual card with my Kotak811 a/c.

Proceed To MPIN

Registry Agency (KRA)

kotak

Set MPIN

Enter MPIN

No sequence No repeat nos.

Re-enter MPIN

kotak

ADITYA KUMAR

VISA

Recommended

Get physical debit card

Helps to withdraw cash from ATM & pay at shop counters

ATM & POS enabled by default in India

Domestic online transactions

Enable payments in India on websites, or apps like Netflix, Amazon etc.

International online transactions

Enable payments on international websites, or mobile apps

Confirm

Account created

Welcome to Kotak811.

Proceed to complete full KYC

kotak

Your Account Details

CRN (login ID) 744658762

Account No. 4448832667

IFSC Code KKBK0000811

UPI Handle 8437765837@kotak

Copy Details

Complete Full KYC

Virtual Card

Available on app

Default

Deep dive into TDEX score for Bank of Baroda



TDEX score	3.87
Mobile app	4.12
Customer onboarding	4.23
Customer service	3.27



Improvements for Bank of Baroda

01 Mobile app experience

- Reduce app loading time, as app loads after each click
- Introduce 'Select all' option for selecting multiple T&C
- Provide single click to accept all declarations instead of opening each link

02 Customer onboarding experience

- Provide account comparison on website and app to help user evaluate the best account
- Provide other information like cross-product benefits, customized banking experience etc.
- Provide information about applying for physical debit card and its delivery time
- Verify email via OTP instead of sending the link
- Avoid asking unnecessary information like religion, number of dependents
- Eliminate extra step like OTP verification before KYC
- Provide direct link to browser for KYC instead of sharing the link via SMS

03 Customer service experience

- Introduce voice assistance in helpline numbers
- Provide option to email in the customer support section on website
- Offer personalized IVR functions based on customer phone number and past IVR behaviour

The collage displays seven screenshots from the Bank of Baroda mobile application:

- Top Left:** Language selection screen with options for English, Hindi, Gujarati, Marathi, Odia, and Punjabi. A 'Proceed' button is at the bottom.
- Top Middle:** KYC completion progress screen (0% Completed). It shows fields for Email Address, Mobile No linked to Aadhar, and a FATCA Declaration section.
- Top Right:** KYC completion progress screen (50% Completed). It shows a profile section with a photo, name (MY RAHUL GUPTA), mobile number, and address details.
- Bottom Left:** 'Additional Services' screen with options for Internet banking, Mobile Banking, UPI, and Virtual Debit Card.
- Bottom Middle:** 'CONGRATULATIONS !' screen indicating successful account opening application submission, with a 'Complete your Video KYC' button.
- Bottom Right:** 'Complete Your Video KYC' screen with instructions for the video call and a 'START' button.

Deep dive into TDEX score for Yes Bank



TDEX score	3.59
Mobile app	4.08
Customer onboarding	3.35
Customer service	3.34



Improvements for Yes Bank

01 Mobile app experience

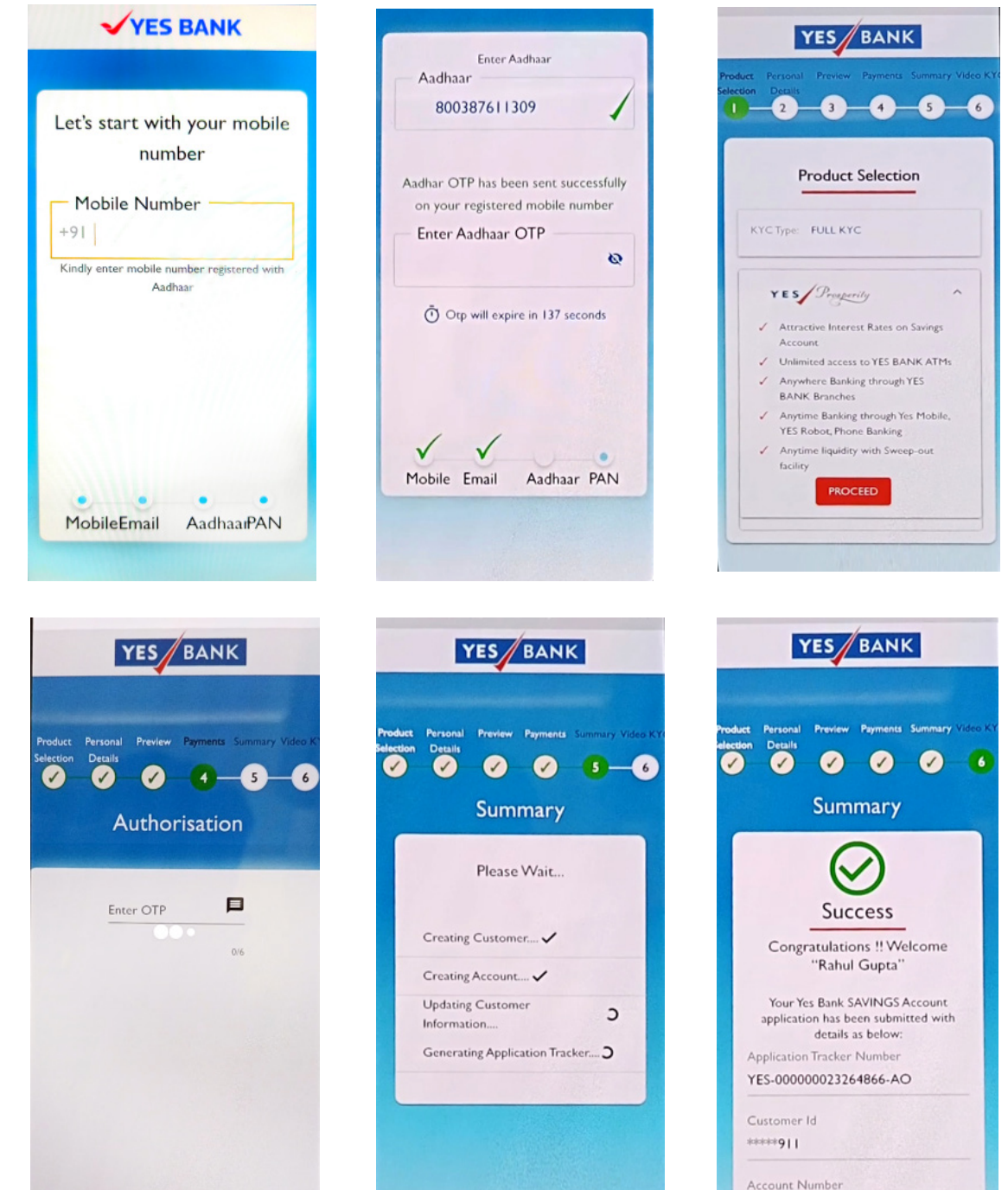
- Remove unnecessary information like registered device name
- Web app
- Eliminate the need to enter captcha code if verification is done via OTP
- Provide verifying email via OTP as an optional step
- Upgrade CTA for next step to function properly
- Reduce OTP resend time to 60 seconds from 180 seconds
- Provide multiple language option to access the app

02 Customer onboarding experience

- Merge 2 steps in 1 - entering Aadhar and PAN details and verification via OTP
- Eliminate unnecessary information steps like proof of stay and period of stay at current address
- Define clear account opening steps and information required
- Layout a/c related information, major discounts and other offerings of the bank
- Provide account comparison on website to evaluate the best account
- Auto-fetch all the relevant details from Aadhar to eliminate the need of re-entering details manually
- Enable instant account approval and activation
- Provide option to apply for physical debit card during the a/c opening process
- Offer instant activated virtual debit card
- Eliminate extra steps like copy and paste link in browser to complete video KYC

03 Customer service experience

- Introduce voice assistant in helpline numbers
- Offer personalized IVR functions based on customer phone number and past IVR behaviour



Deep dive into TDEX score for HDFC Bank



TDEX score	3.47
Mobile app	3.90
Customer onboarding	3.24
Customer service	3.42



Improvements for HDFC Bank

01 Mobile app experience

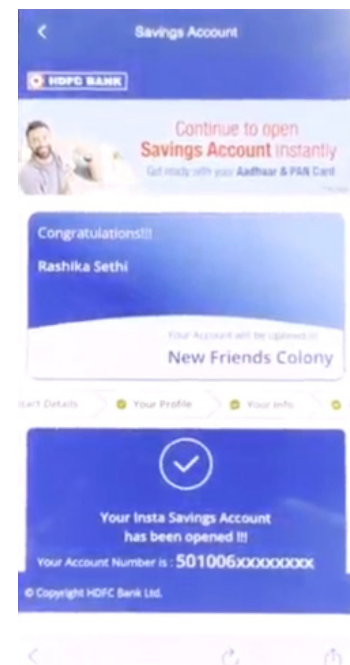
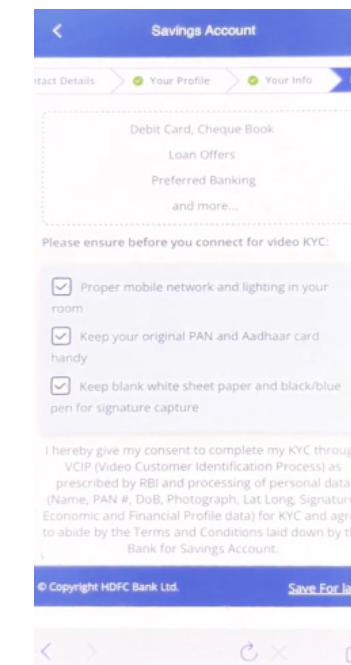
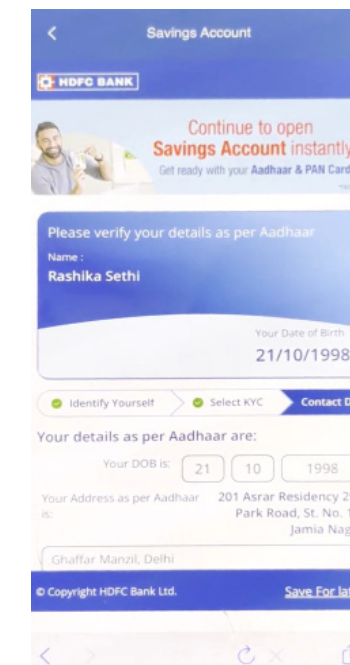
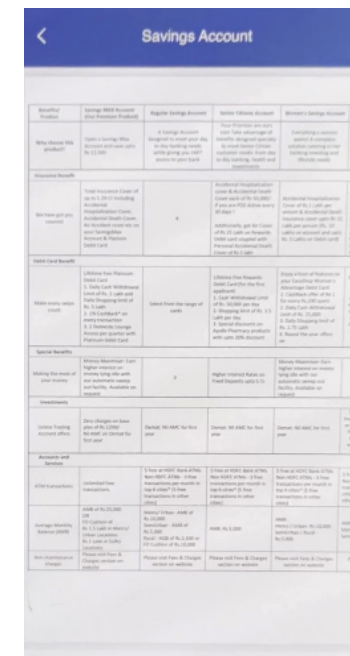
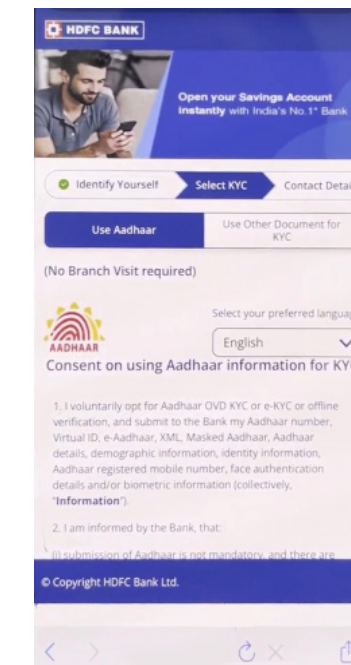
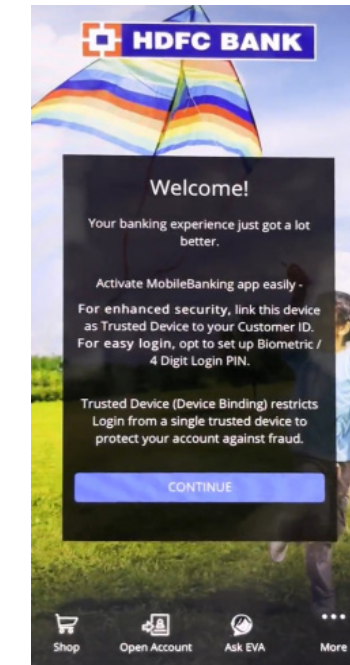
- Upgrade location permissions settings and make 'unable to provide permission' option functional
- Provide multiple language option to access the app

02 Customer onboarding experience

- Provide detailed information about account features
- Define clear account opening steps
- Enable instant account activation and account approval time
- Offer instantly activated virtual card
- Auto-fetch personal details name, DOB from Aadhar at first step – 'Identify yourself'
- Offer all types of savings a/c in app to user to evaluate the best
- Auto save all the details fully not partially
- Allow to change option to 'No' for question "Does HDFC bank representative help you"
- Upgrade 'Start video KYC' CTA to instantly start KYC process instead of sharing link via email
- Eliminate extra step like enter captcha code before KYC starts

03 Customer service experience

- Offer personalized IVR functions based on customer phone number and past IVR behaviour



Deep dive into TDEX score for State Bank of India



TDEX score	3.45
Mobile app	4.72
Customer onboarding	2.63
Customer service	2.98



Improvements for State Bank of India

01 Mobile app experience

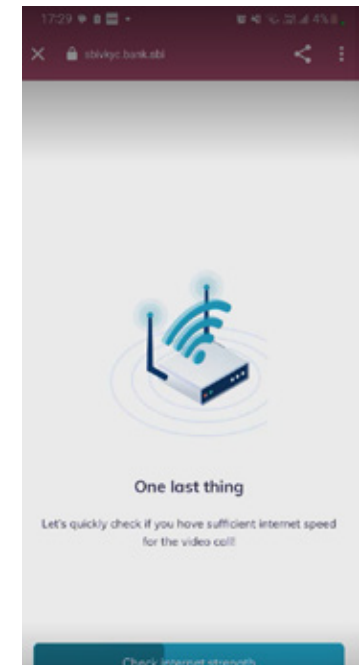
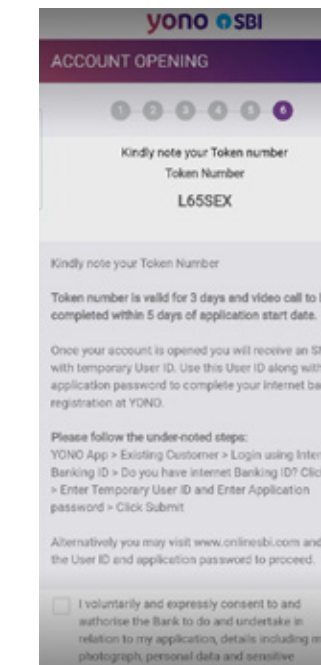
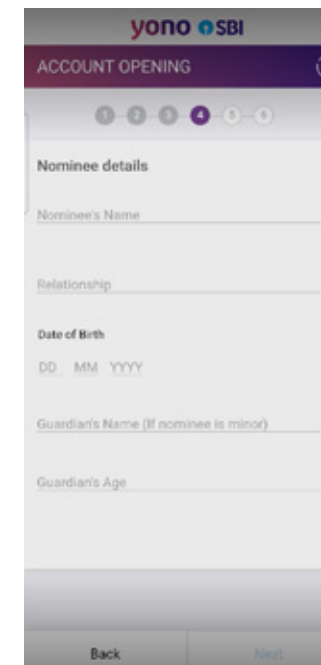
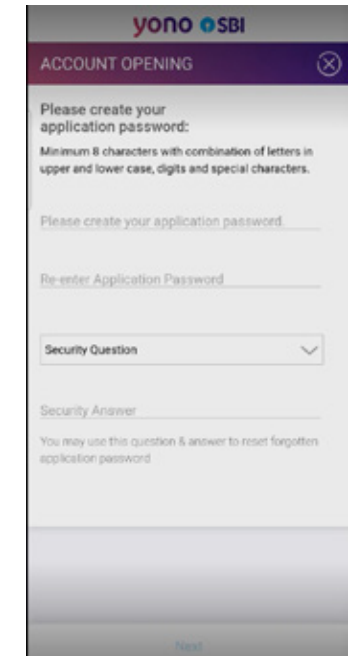
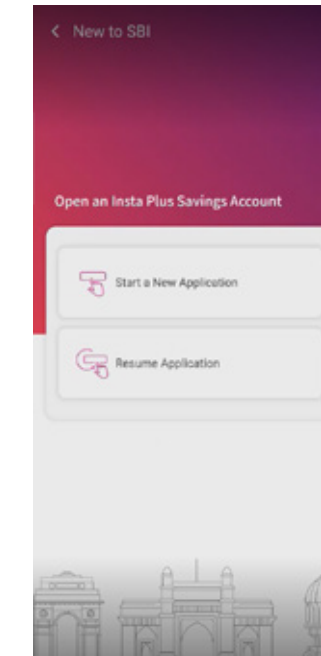
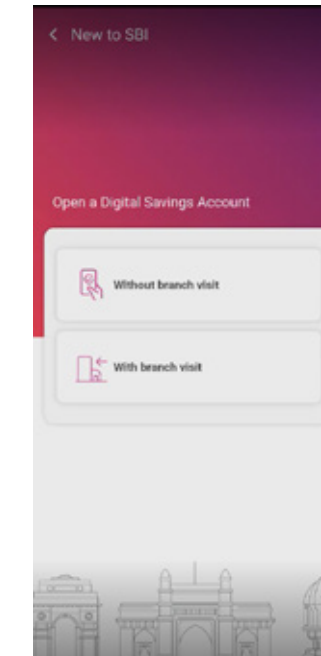
- Allow for biometric verification during the a/c opening process instead of creating password and choosing security question

02 Customer onboarding experience

- Eliminate extra informational steps like with or without branch, title for the names, spouse name, caste category, internet strength check
- Auto-fetch complete address details from Aadhar and provide option to edit
- Allow to use communication address as correspondence address
- Enable adding nominee details as an optional step
- Reduce assigning time for Video-KYC executive
- Assign video KYC executive in < 1 min and if unable to assign, notify user to expect a call-back at specific time and date.
- Upgrade website interface with more visual aids
- Layout all major discounts and other offerings of the bank on App
- Enable instant account activation and account approval time
- Provide account comparison on website/App to help user evaluate the best account.

03 Customer service experience

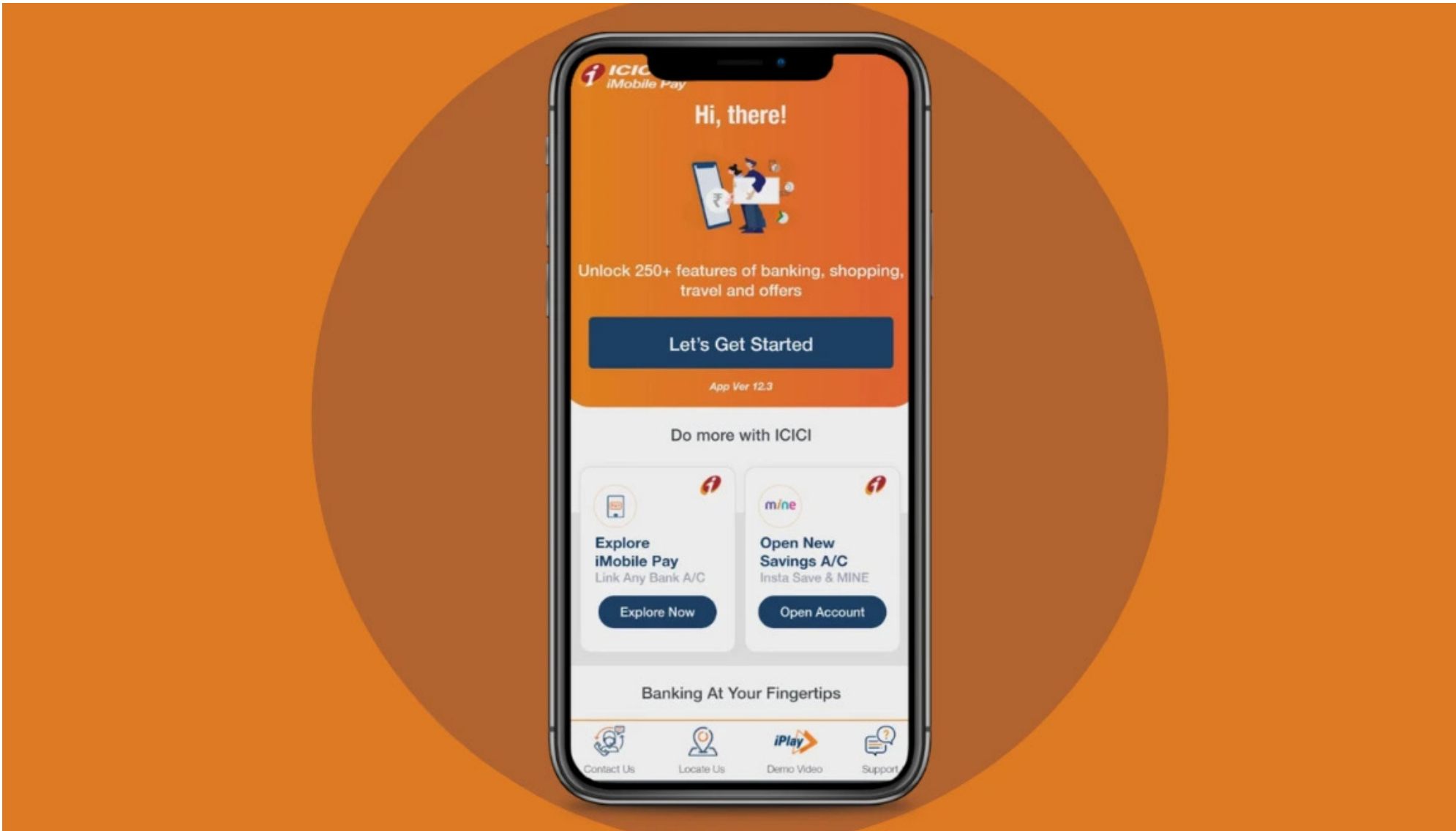
- Introduce voice assistance in helpline numbers
- Offer personalized IVR functions based on customer phone number and past IVR behaviour



Deep dive into TDEX score for ICICI Bank



TDEX score	3.32
Mobile app	3.91
Customer onboarding	3.05
Customer service	2.90



Improvements for ICICI Bank

01 Mobile app experience

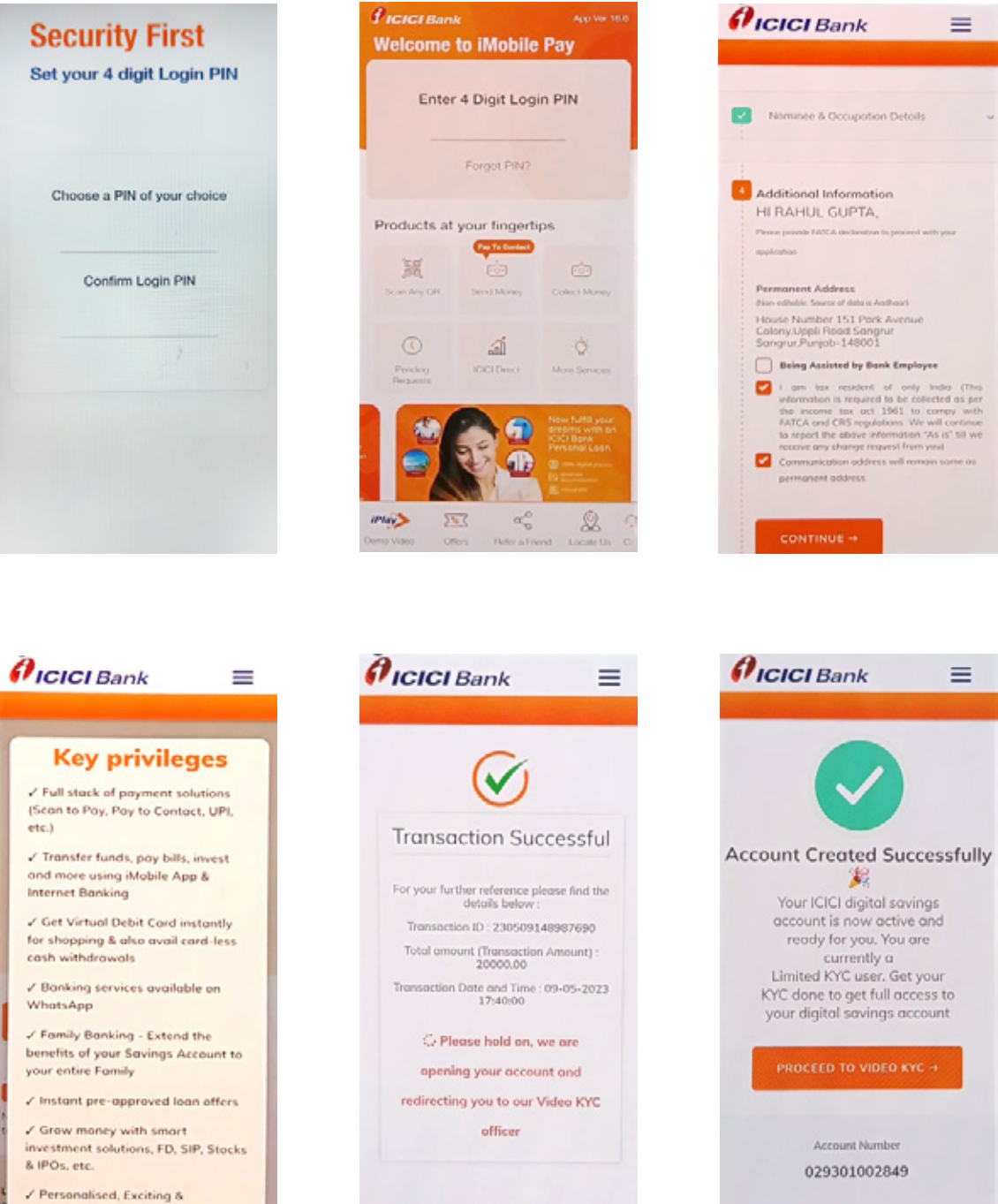
- Allow biometric verification instead of login PIN
- Provide clear CTA for a/c sign-up on opening screen instead of looking for it in 'More services' section
- Reduce app loading time as app asks to wait after each step
- Provide complete information about the account including all the features and charges
- Provide multiple language option to access the app

02 Customer onboarding experience

- Define account opening steps and information required
- Provide account comparison on website to evaluate the best account
- Auto-fetch all the relevant details from Aadhar to avoid re-entering details
- Enable instant account approval and activation
- Provide an instant activated virtual debit card
- Allow funds to be added from any user UPI ID
- Upgrade app design by adding more images and visual aids instead of being too text heavy

03 Customer service experience

- Provide option to email in the customer support section on website
- Offer personalized IVR functions based on customer phone number and past IVR behaviour



5 tips for improving the Customer Experience

01 Map the banking customer journey

Identify all the touchpoints a banking customer goes through and find where they face difficulties. Make each interaction smoother and consistent across all channels.

02 Assemble a dedicated CX team

Form a specialized cross-functional team of individuals whose primary focus is to understand and improve how customers interact with and perceive the bank's services. Team should aim to make these interactions more positive, efficient, and customer-centric.

03 Balance self-service with human interaction

Chatbots can help customers in real-time and offer an option to talk to a live representative if needed, enhancing the overall self-service experience.

04 Establish strong feedback loops

Provide customers with an outlet through which they can share their thoughts and opinions about your current CX, the pain points they're experiencing, and suggestions for improvement.

05 Keep the customer at the center of everything.

Actively seek feedback from customers at various touchpoints in their journey. This can include surveys, feedback forms, and customer interviews. Use this information to identify pain points, preferences, and areas for improvement.



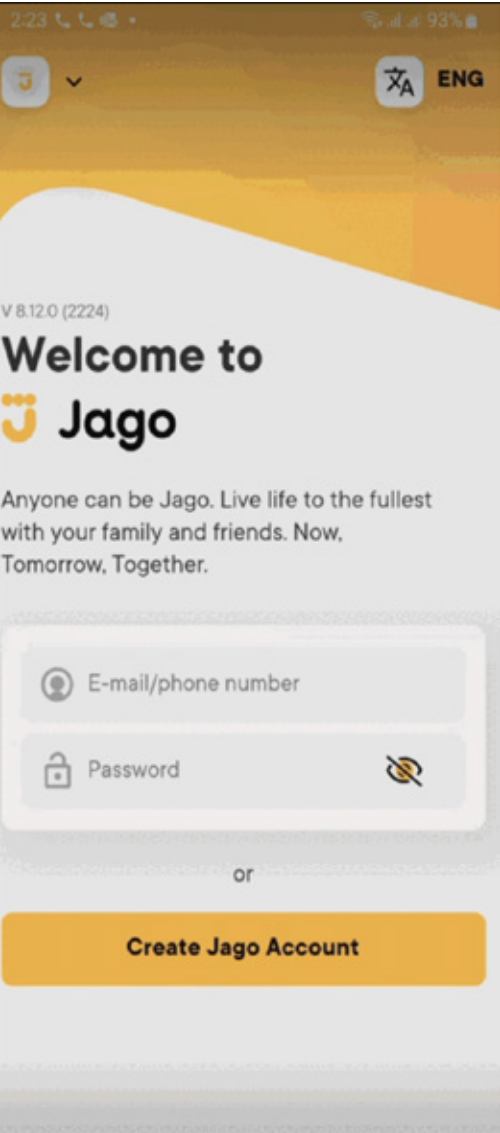
Section 05

Best practices from peer region
Indonesia's best digital banking app (Case study)

Bank to ace digital banking app experience in Indonesia



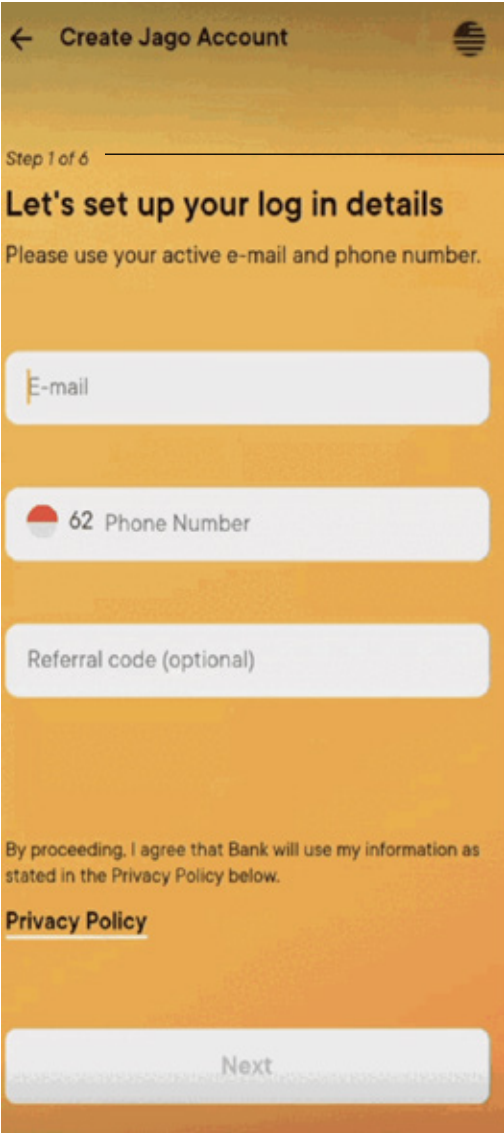
Create Jago account



01
Language change option

02
Clearly differentiate "sign in" from "sign up"

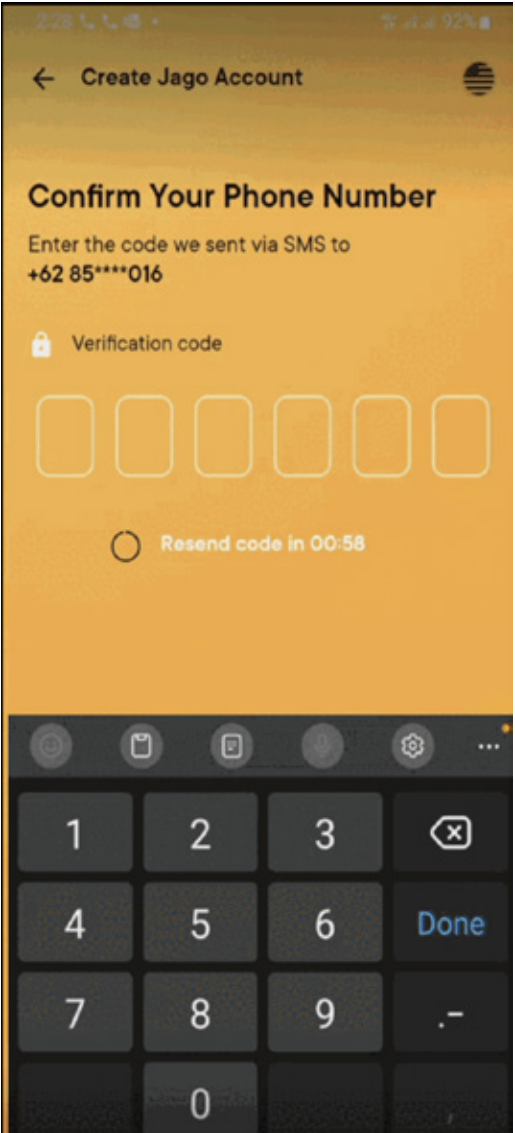
Enter email and phone number



01
Provide information like hidden costs, QAB, virtual card etc.

02
Enter email and phone number on same screen to reduce number of clicks

Enter OTP to confirm only mobile number

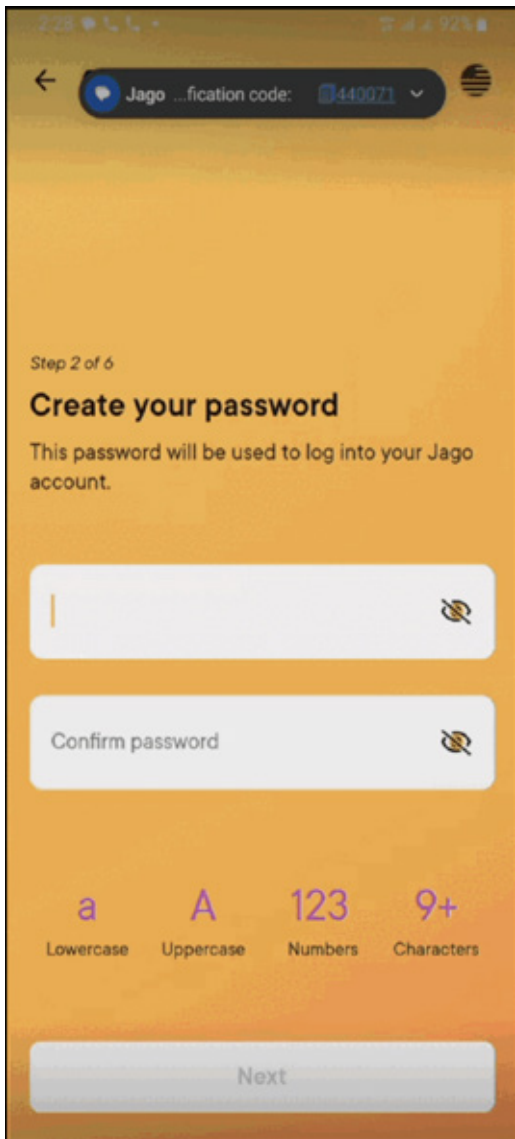


01
Resend OTP time in 60 seconds

Bank to ace digital banking app experience in Indonesia



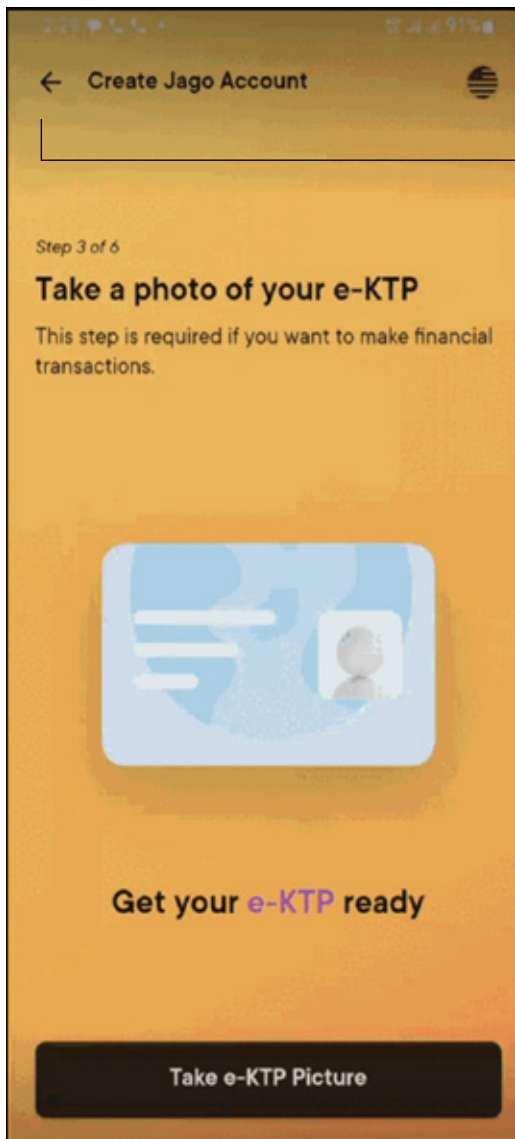
Create account password



01
Clearly differentiate password format



Take e-KTP picture

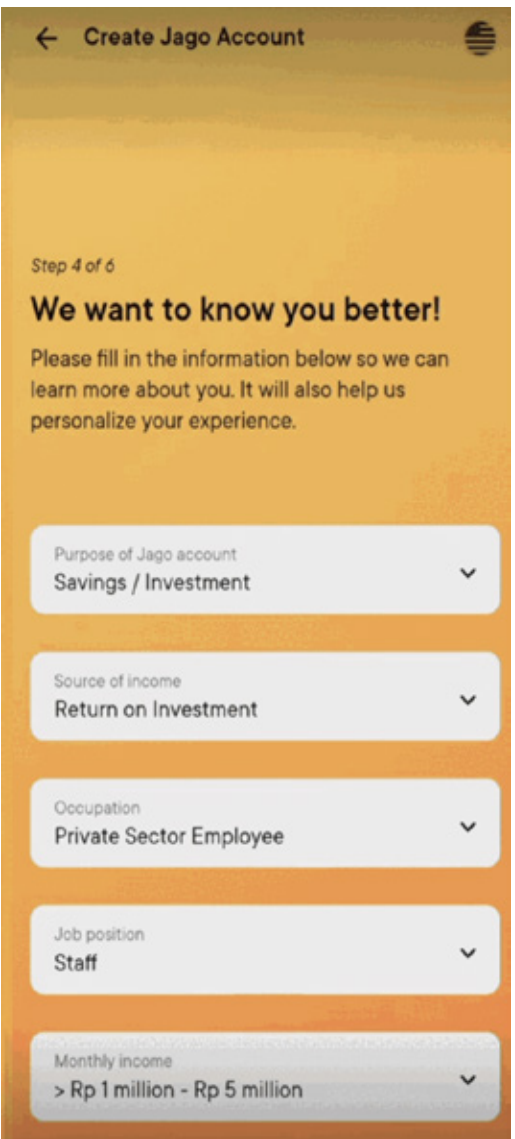


01
Option to go to previous step

02
Auto-fetch all personal details via e-KTP, eliminating need of entering information



Some quick information about income

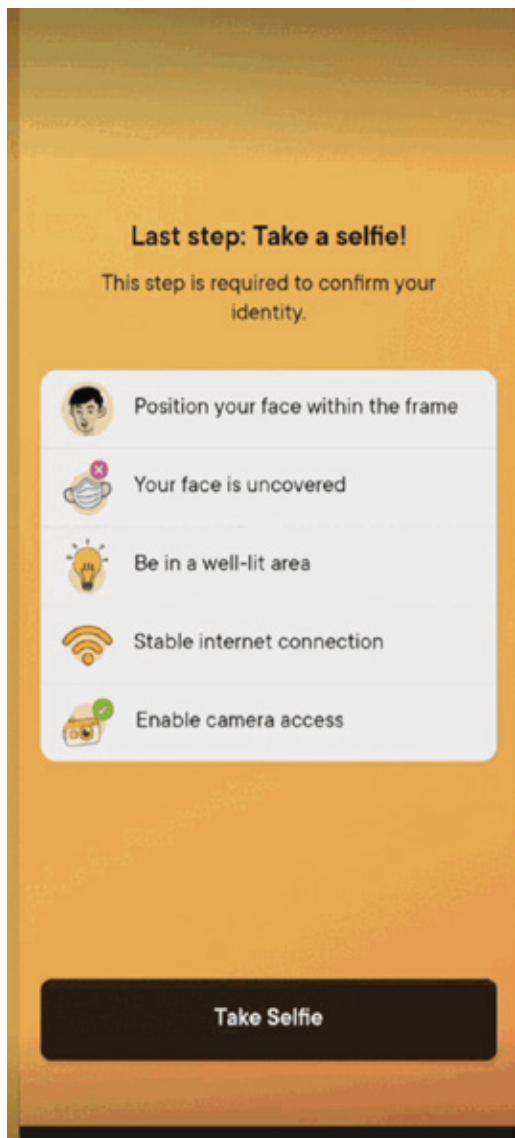


01
Easy to choose suited option from dropdown list without entering manually

Bank to ace digital banking app experience in Indonesia



Take selfie



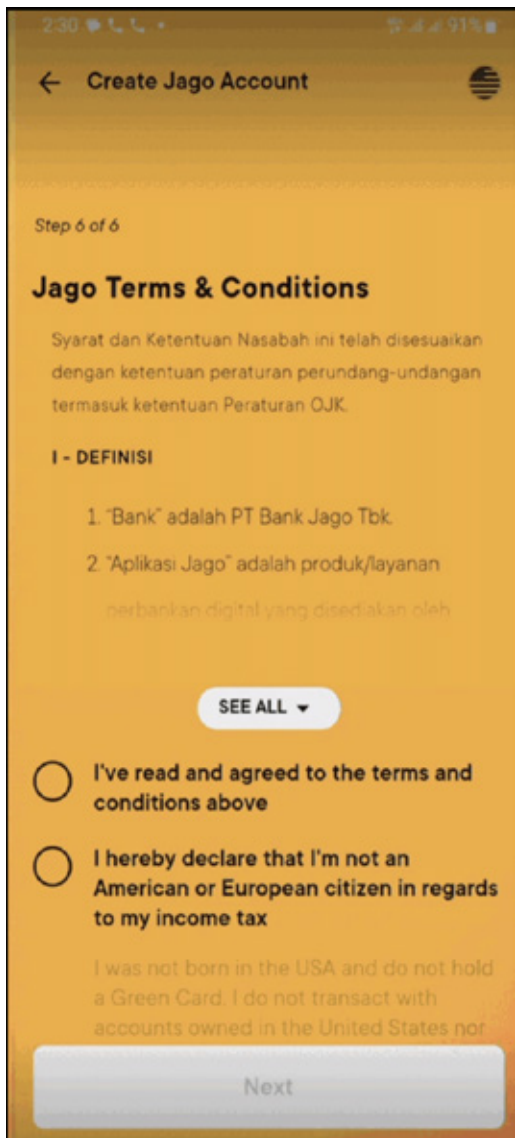
01

Creative icons

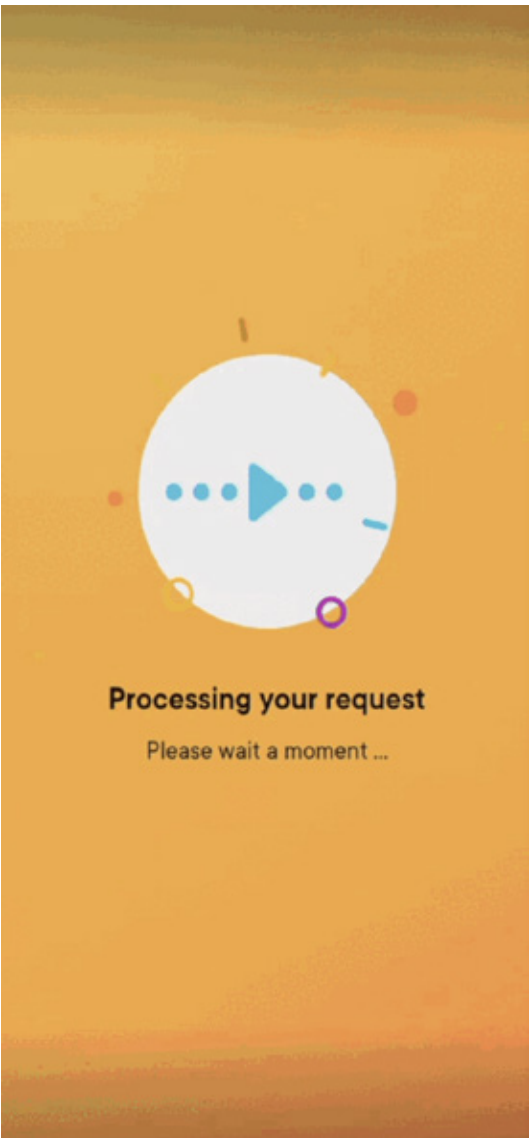
01

Clear instruction to take selfie for KYC

Agree to T&C



Processing request



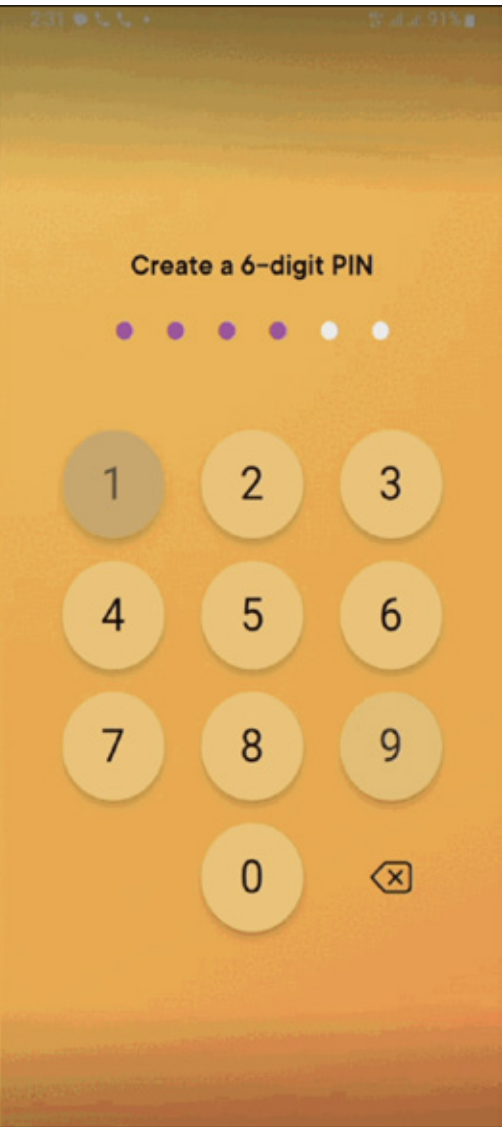
01

Trendy and appealing design

Bank to ace digital banking app experience in Indonesia



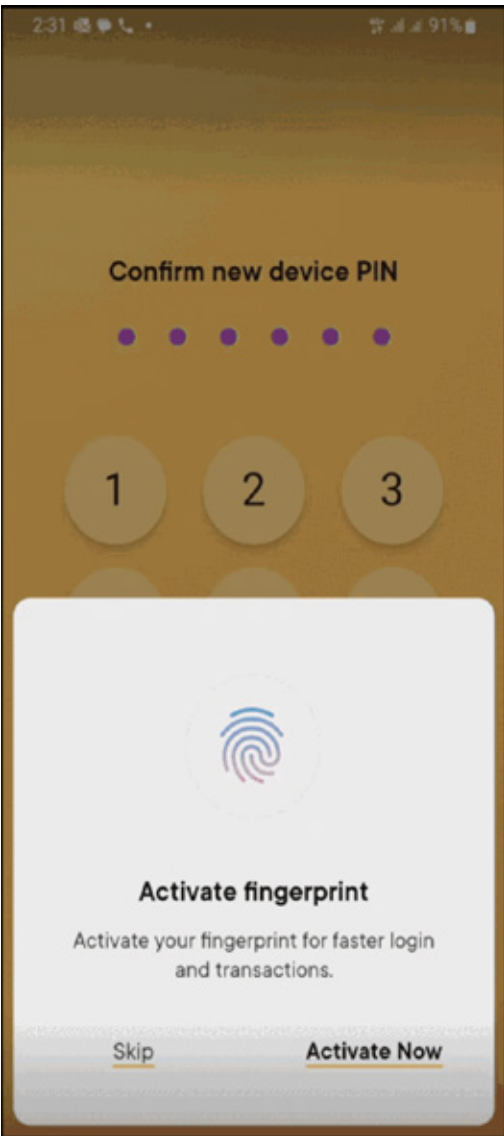
Set PIN



01
Consistent colour
palette

02
Asked during a/c
opening process

Activate fingerprint



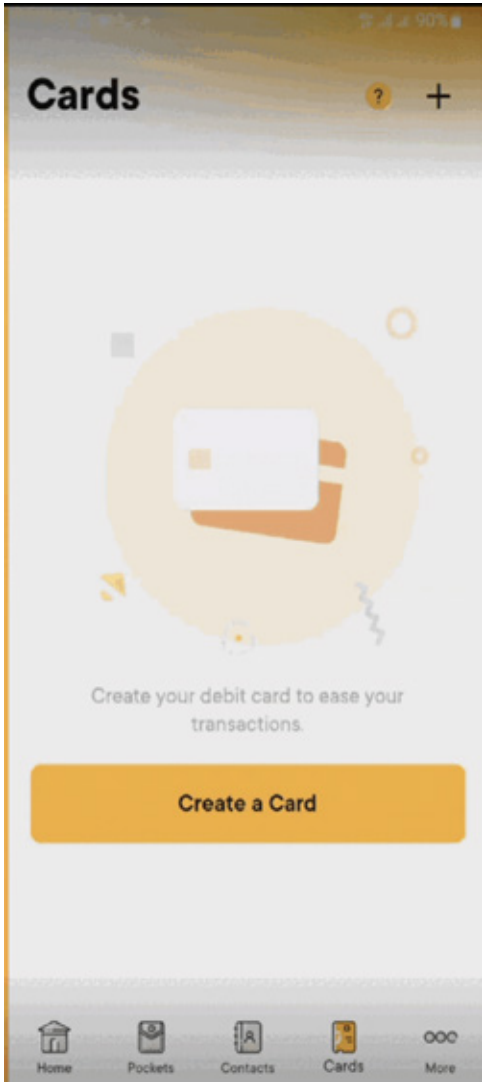
01
Set up biometric
verification (optional)

Jago instant a/c activation

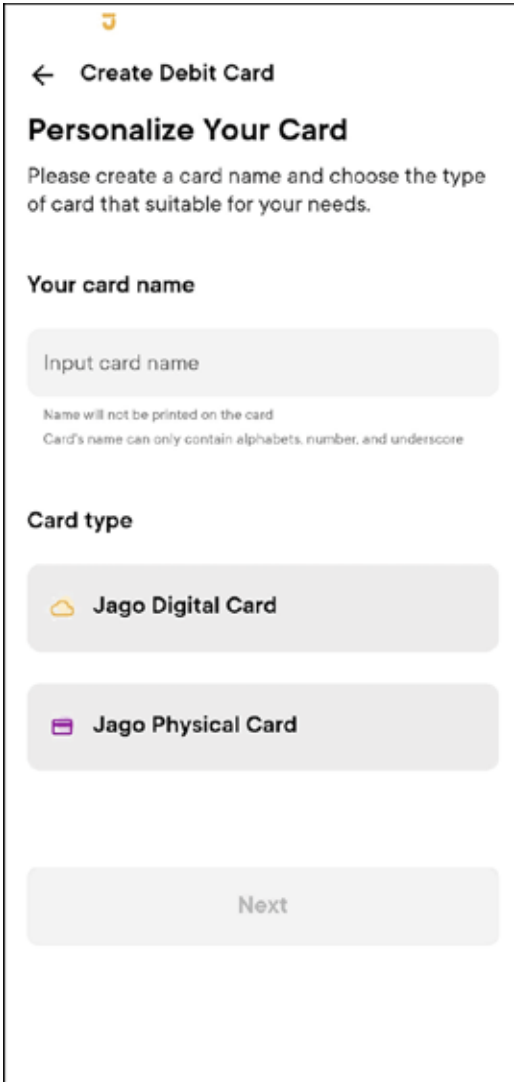


01
Clean, neat with
optimum white space

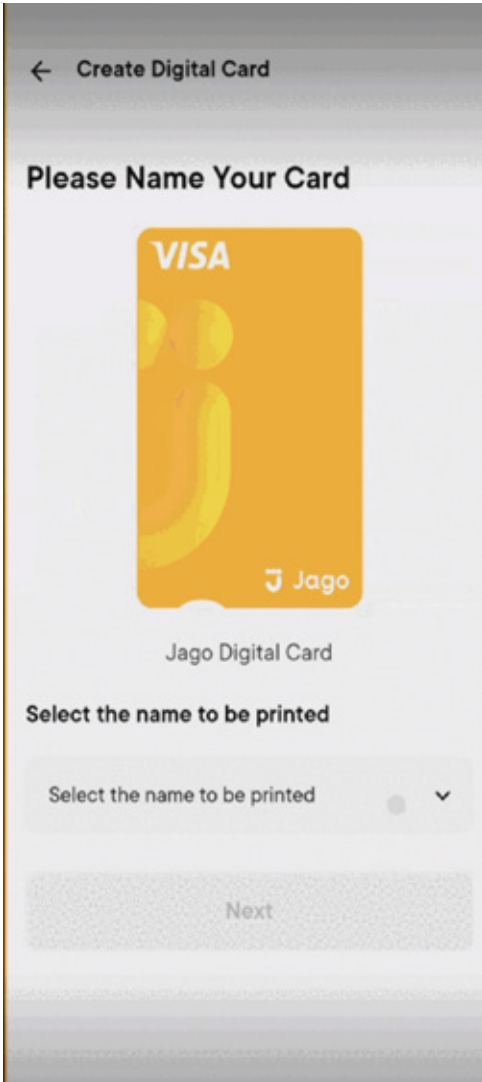
Bank to ace digital banking app experience in Indonesia



Create a customised debit card



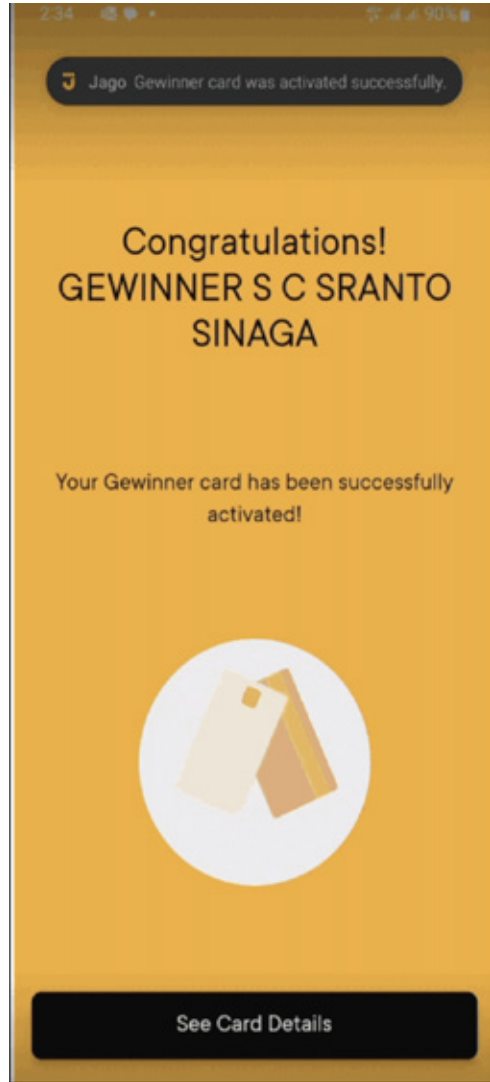
Personalize your card – name, type



Virtual card name selection without need of manually entering name



Card details and services



Instantly activated debit card



We help build and grow
purpose-driven businesses

reachus@twimbit.com

www.twimbit.com